

NYPL RESEARCH LIBRARIES

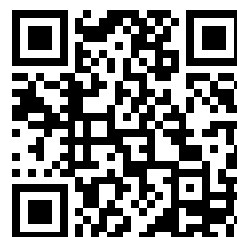


3 3433 10813 4010

This is a reproduction of a library book that was digitized by Google as part of an ongoing effort to preserve the information in books and make it universally accessible.

GoogleTM books

<https://books.google.com>

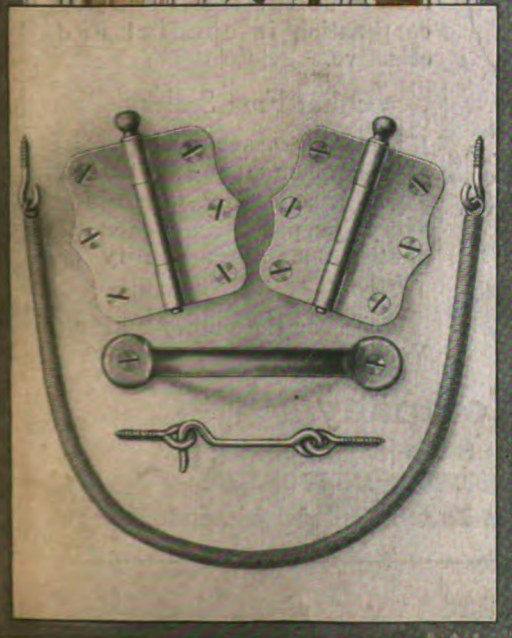


Hardware
VNA

Hardware - PLUMBING AND HEATING - World

JANUARY 1919

853370



STANLEY Screen Door Set No 1750

Well designed, sturdy, attractive in appearance, easy to apply and permitting quick removal of the door. These convenient sets find great favor with your customers

Write for Catalog
and Prices

THE STANLEY WORKS

New Britain, Conn., U. S. A.

NEW YORK
100 Lafayette Street

CHICAGO
73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinroll Box Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is adaptable for factory and mill use



How Veedol National Advertising Will Increase Your Profits

1919 CAMPAIGN GREATER THAN EVER BEFORE
BRINGING THE VEEDOL MESSAGE TO MORE
THAN 28,000,000 PEOPLE

The subject of lubrication has always been a mystery to the average motorist. Until the now famous sediment test was given widespread publicity he knew no way of choosing between one motor oil and another, except on a basis of price.

Veedol advertising has educated millions of motorists on the importance of choosing the right lubrication for their automobiles—a motor oil that will not break down and form sediment under the intense heat of the engine.

Veedol national advertising reached 28,000,000 people in 1918, and sales of Veedol doubled.

In 1919 Veedol advertising will reach even more people, with greater space, appearing oftener.

Last year 350,000 motorists used Veedol regularly.

Today there are over 450,000 Veedol users.

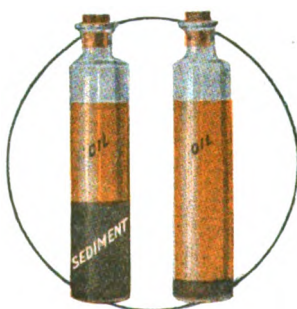
**Veedol Dealers Shared in
\$2,000,000 Profits
Last Year**

Profits to the dealer on Veedol are liberal, sales are sure, and Veedol sales-building cooperation is cordial and effective.

Other Fast Sellers

Veedol greases will profitably supplement your oil sales. There is a Veedol grease for every purpose, and each is of the same high quality as Veedol.

Write for the money-making Veedol proposition today.



Ordinary
oil after use

Veedol
after use

Showing sediment in suspension

VEEDOL

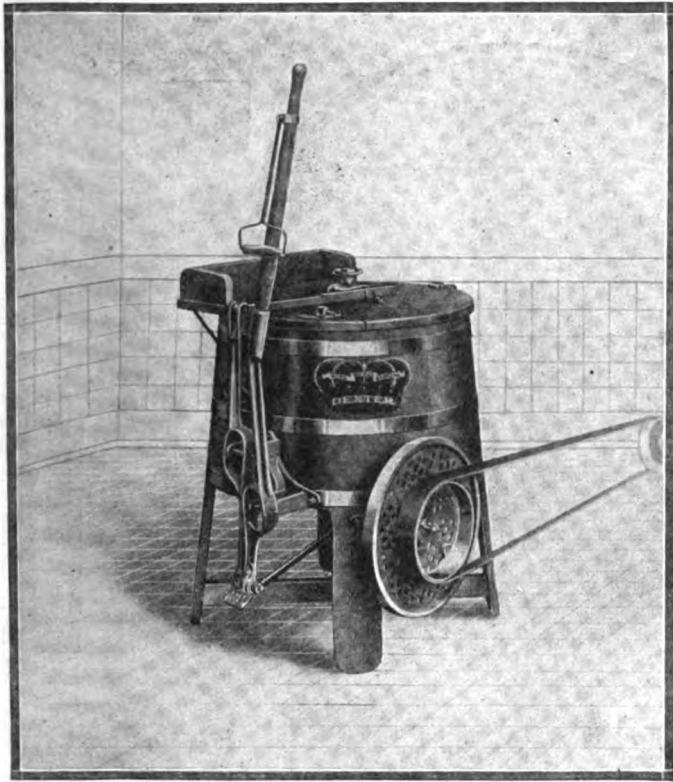
Tide Water Oil Company

VEEDOL DEPARTMENT, Successors to Platt & Washburn Refining Co.

MONADNOCK BUILDING, SAN FRANCISCO, CALIFORNIA

Main Office: New York City

Branches in Boston, Philadelphia and Chicago



Dexter Combination Hand Power Washer, Model DH

Power Attachment Furnished Free to Dealers

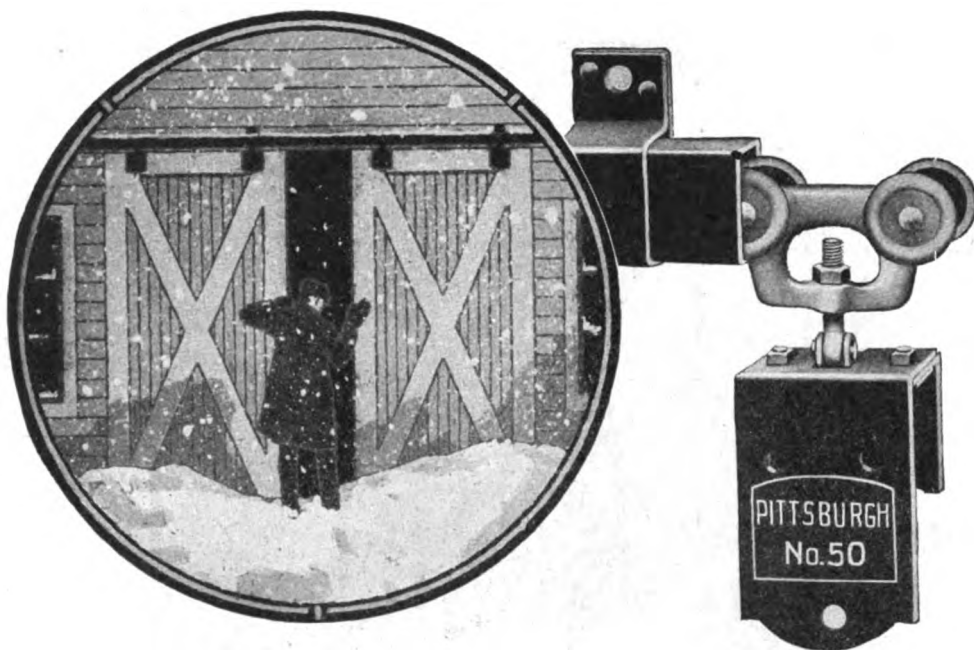
The improved Dexter double levers make it possible to put the fulcrum bearing at the bottom of the tub, thus giving a five to one lever proportion in favor of the operator.

This machine runs 50 per cent easier than single lever hand power washers. It has an adjustable "no tear" dolly—spiral cut gears, frictionless ball bearings and a selected cypress tub.

Most Dexter dealers are making a dollar or two extra profit on account of the power pulley and the other special features that are shown on this machine. In stock for prompt shipment from factory or warehouse.

THE DEXTER COMPANY, FAIRFIELD, IOWA

Warehouses at Albany, Toledo and Peoria



The PITTSBURGH Door Hanger Slides Easily at Zero

Here is a strong wrought steel door hanger that slides easily even in winter with the mercury at zero, when less efficient hangers freeze up and refuse to budge.

It quite frequently happens that the vapor arising from cattle in winter lodges in the door track or rail, where it soon freezes, thus greatly interfering with the easy operation of the doors. But farmers and dairymen, particularly those of the great cattle raisings sections of the country, have found that the sturdy steel wheels of the PITTSBURGH Door Hanger will cut right through this coating of ice, while hangers having flat-surface wheels are sure to stick fast.

Barn and stable doors hung with the PITTSBURGH Door Hanger and Track cannot be torn down by the angry blasts of winter, nor in the summer months is there any danger of birds' nests clogging the covered trolley track.

This hanger is easy to install and can always be depended upon to give your customers a lifetime of satisfaction. We have prepared a little folder illustrating and describing the PITTSBURGH, which is yours for the asking.

McKINNEY MANUFACTURING COMPANY
PITTSBURGH, PENNA.

For 50 years makers of dependable wrought steel builders' hardware



Starrett Hack Saws

The Kind You Should Sell—

because they have more stamina, “punch” and endurance. The blades are of the finest tempered tungsten steel with milled teeth, properly set; flexible or hard backs. They can take a lot of punishment without calling “halt” or breaking down.

Show your customers that these are the true economy saws because they give the maximum of service with the minimum of cost.

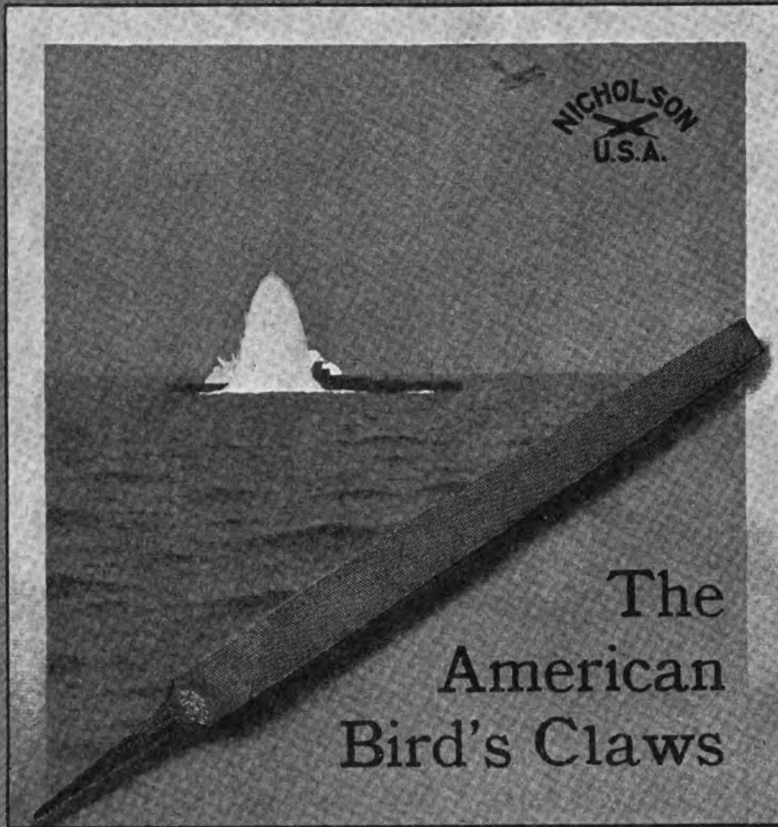
SEND FOR OUR HACK SAW CATALOG

It shows Starrett Hack Saws and Frames; also ask for our Catalog No. 21BF, showing many styles and sizes of Starrett Precision Tools.



The L. S. Starrett Co., Athol, Mass.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled 42-869



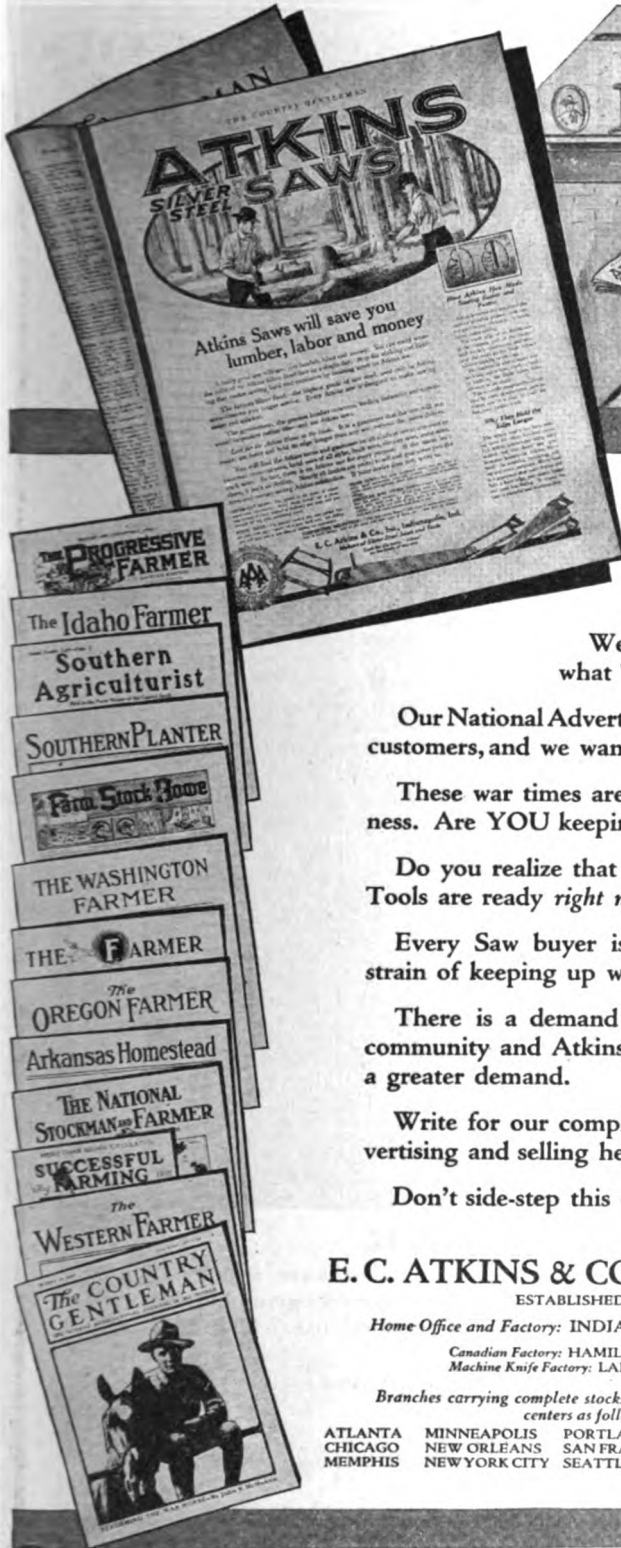


Out of the sky, the Eagle swoops and strikes. The bird machine is the shark machine's deadly enemy in this war of steel. In America's shops, where aeroplanes and depth bombs are building, work is speeding with the aid of

NICHOLSON FILES

the FILES that Cut the FASTEST—a file for every purpose.

NICHOLSON FILE COMPANY
Providence, R. I., U. S. A.



Atkins SILVER STEEL Saws

We are telling millions of people what "Silver Steel" means in a Saw.

Our National Advertising is reaching these potential customers, and we want you to share in its benefits.

These war times are bringing a big change to business. Are YOU keeping up with the changes?

Do you realize that the people who buy Saws and Tools are ready *right now* for Atkins Quality?

Every Saw buyer is looking for efficiency—the strain of keeping up with to-day demands it.

There is a demand for Atkins Saws in your own community and Atkins advertising is going to create a greater demand.

Write for our complete plans and get our free advertising and selling helps.

Don't side-step this opportunity.

E. C. ATKINS & COMPANY, INC.

ESTABLISHED 1857

Home Office and Factory: INDIANAPOLIS, INDIANA

Canadian Factory: HAMILTON, ONTARIO

Machine Knife Factory: LANCASTER, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

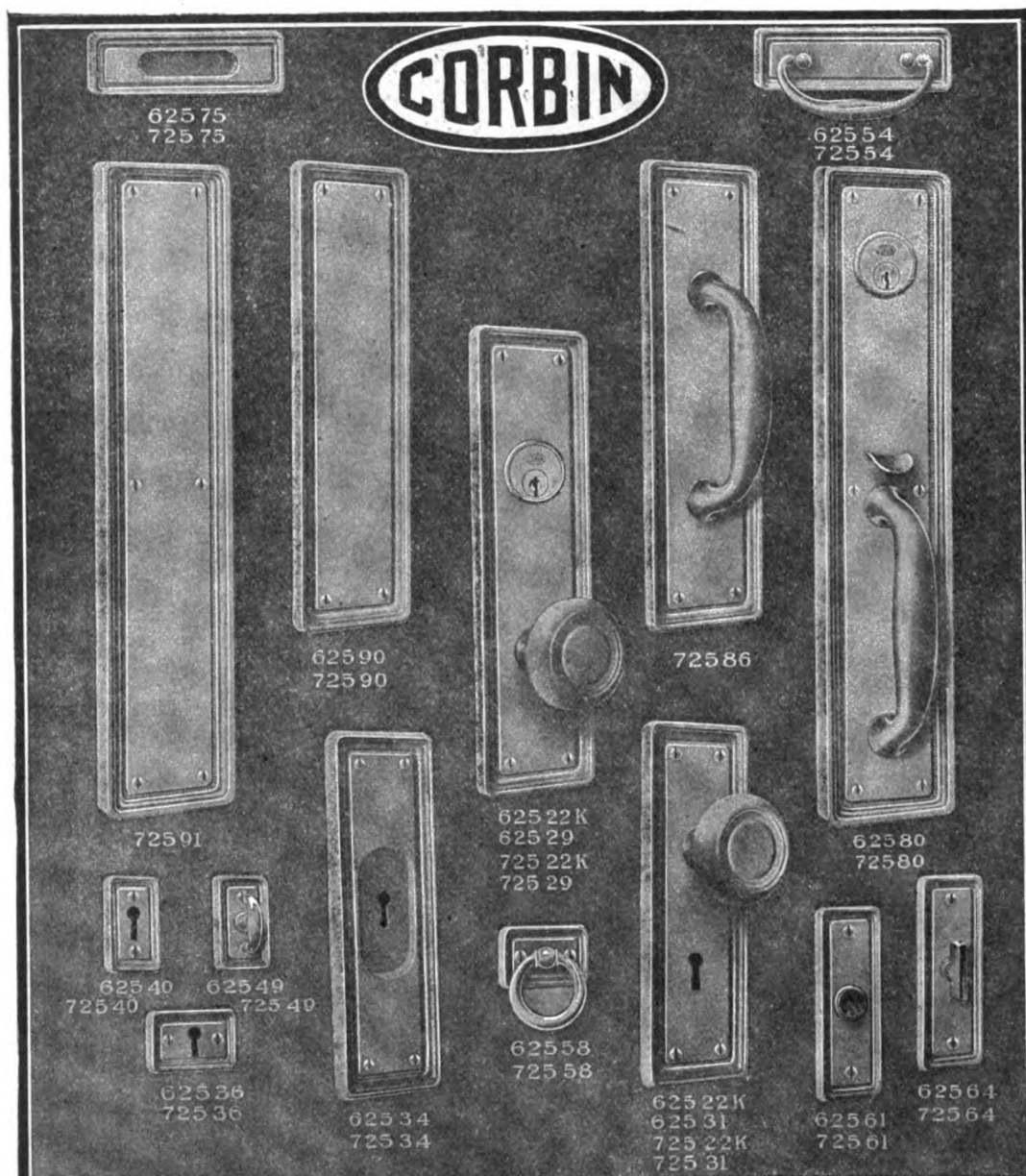
ATLANTA
CHICAGO
MEMPHIS

MINNEAPOLIS
NEW ORLEANS
NEW YORK CITY

PORTLAND, ORE.
SAN FRANCISCO
SEATTLE

VANCOUVER, B. C.
SYDNEY, N. S. W.
PARIS, FRANCE





THE DOVER

A new design of Corbin wrought bronze and wrought steel hardware, which is dignified, simple and pleasing. The deep modelling and high raised borders give an appearance of strength and weight. The sizes are appropriate for general use. The motives and their treatment are modern.

Any Corbin dealer can give you full particulars—or write to

P. & F. CORBIN

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

CHICAGO

NEW YORK

PHILADELPHIA



"Tight Corners Don't Bother Me!"

"When I'm up against a narrow corner where the big boy can't get a hold, off come his outer jaws and he's there with a narrow inside bite that means business." This is one great feature of the

BILLINGS Chain Pipe Wrench

IT is two wrenches in one—the first, wide and powerful for standard pipe work—the second, with outer jaws removed, for narrow or irregular work.

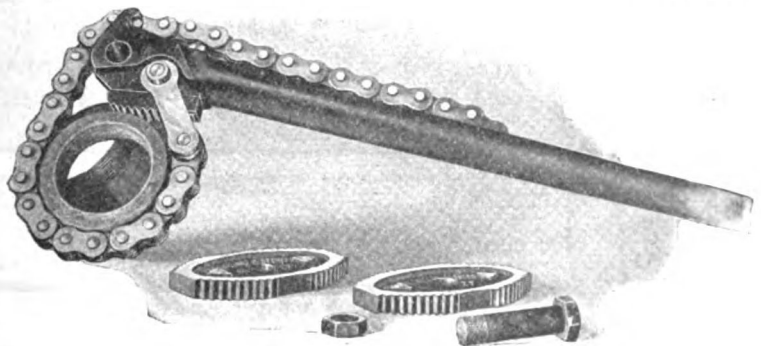
The second big feature of this wrench is that it is reversible—you can swing your pipe in either direction without removing the wrench or adjusting the chain. Automatically the serrated jaws take hold either way—with a bull-dog grip that never slips.

Of course, being a Triangle B tool, it's backed by a reputation of half a century—which means perfected design, parts drop forged of selected steel, specially hardened jaws, and tested chains.

Made in eight sizes, for pipe from $\frac{1}{4}$ inch to 18 inch diameter, with flat link or cable chain.

Send for special pipe wrench section of our catalog (34th edition) with full details of construction, sizes and operation of this A1 tool.

The Billings & Spencer Co.
Hartford, Conn., U. S. A.



TWO HISTORIC PLACES

ONE STILL BEAUTIFUL

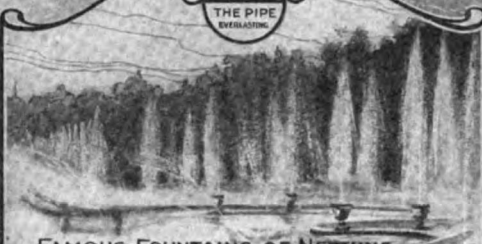
THE OTHER UNFIT TO LIVE IN



CAST IRON

THE PIPE

REGULATING



FAMOUS FOUNTAINS OF NEPTUNE
at Parc du Palais de Versailles
France

CAST IRON PIPE has been in service at Versailles, France, since the reign of Louis XIV, 1665—was in service during the French Revolution—was a silent witness to France becoming a Republic—still there today—uncorroded and as good as new, after centuries of service

THE RESULT OF USING CAST IRON PIPE

IN THE BUILDING

UNDER THE GROUND

How many thousands of buildings are there in the United States in the same condition as Buckingham Palace? *Not one* where Cast Iron Soil Pipe was used for all house drainage

Cast Iron Soil Pipe—no matter where used—provides everlasting, sanitary, and economical service Literature?

BUCKINGHAM PALACE
Home of the Royal Family
England

King George recently offered Buckingham Palace as a hospital for the wounded returned from the front. His gift was declined on the ground that the Palace was *too unsanitary to live in!* Sanitarians reported further that the soil was saturated and polluted with sewage and 'would cost too much to make right'

THE RESULT OF NOT USING CAST IRON PIPE

Specifications and literature will be mailed upon request by any or all of the following independent and competing makers of Cast Iron Soil Pipe and Fittings

Campbell Mfg. Co.	Odessa, Ala.	Holmes, Jones & Calhoun Co.	Philadelphia, Pa.	Bellum Brass & Iron Mfg. Co.	Bellum, N. J.	Abendroth Brothers	Pitt Chester, N. Y.
Geary-Hodges Co., The	Chattanooga, Tenn.	Johnson Co., J. D.	New York, N. Y.	Beatty Co. of America	Lakeland, Pa.	Alabama Pipe & Foundry Co.	Anniston, Ala.
Central Foundry Co.	New York, N. Y.	Kruse Foundry Co.	Lansdale, Pa.	Beverly Iron Works	New York, N. Y.	American Foundry & Pipe Co.	Panama, Pa.
Charlotte Pipe & Foundry Co.	Charlotte, N. C.	Madison Foundry Co.	Madison, N. Y.	Standard Foundry Co.	Anniston, Ala.	Anniston Foundry Co.	Anniston, Ala.
Cross Pipe & Foundry Co.	Birmingham, Ala.	National Foundry Co. of N. Y., Inc.	Brooklyn, N. Y.	Superior Mfg. Co.	Bessemer, Ala.	Bessemer Bull Pipe Co.	Bessemer, Ala.
Crown Pipe & Foundry Co.	Jackson, Ohio	National Pipe & Foundry Co.	Atlanta, Ala.	Union Foundry Co.	Anniston, Ala.	Wester Mfg. Co., Inc.	Hampden, Tenn.
Odessa Pipe Co.	Odessa, Ala.	Reading Foundry & Supply Co.	Reading, Pa.	Walsh & Son Co., Inc.	Baltimore, Md.		

A-1048

Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

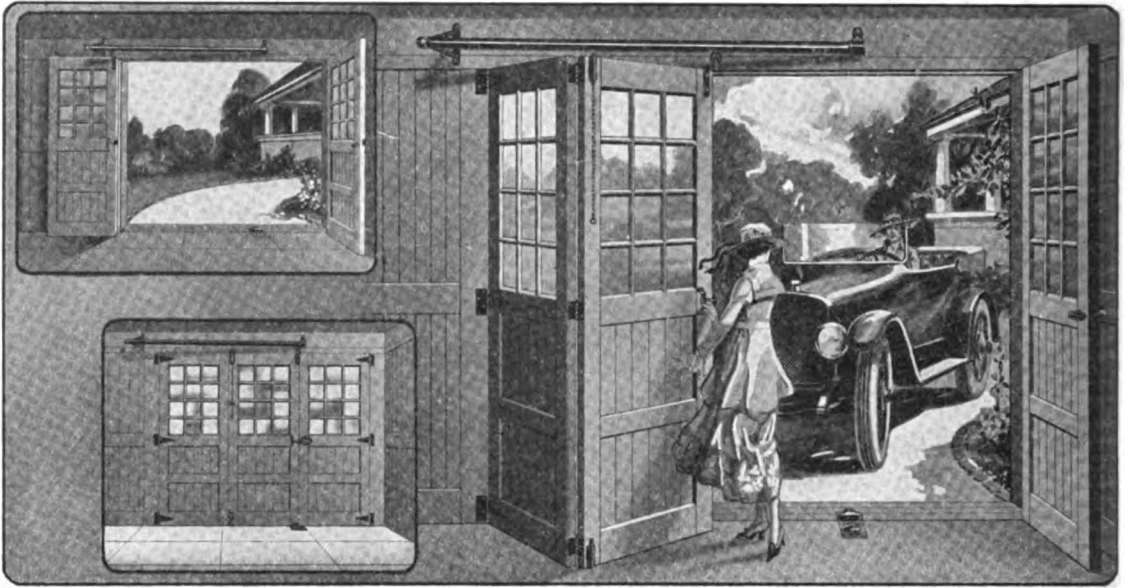
When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the **count, weight and make** are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company
Fairhaven, Massachusetts



Cannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to 8½ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

HUNT, HELM, FERRIS & CO.

EASTERN BRANCH
Industrial Building, Albany, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

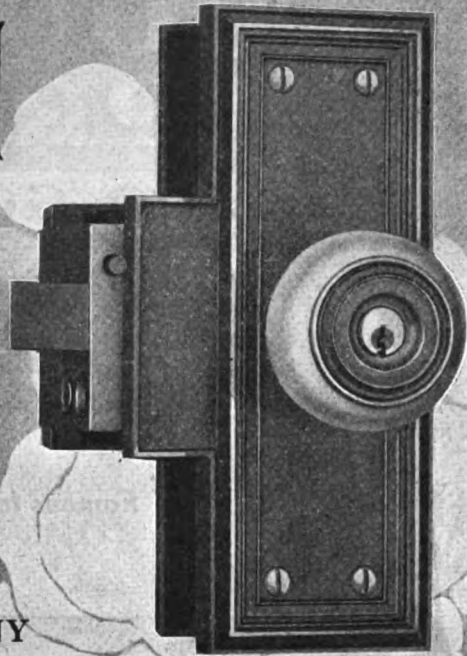
Pacific Hardware & Steel Co., San Francisco, Cal.
Dunham, Carrigan & Hayden Co., San Francisco
Honeyman Hardware Co., Portland, Oregon
Failing-McCalman Co., Portland, Oregon
Seattle Hardware Co., Seattle, Washington

Schwabacher Hardware Co., Seattle, Washington
Morse Hardware Co., Bellingham, Washington
Holley-Mason Hdwe. Co., Spokane, Washington
Jensen-King-Byrd Co., Spokane, Washington

Harmony in Design

RUSSWIN
RUSSELL & ERWIN

**Builders
or
Finishing
Hardware**



RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

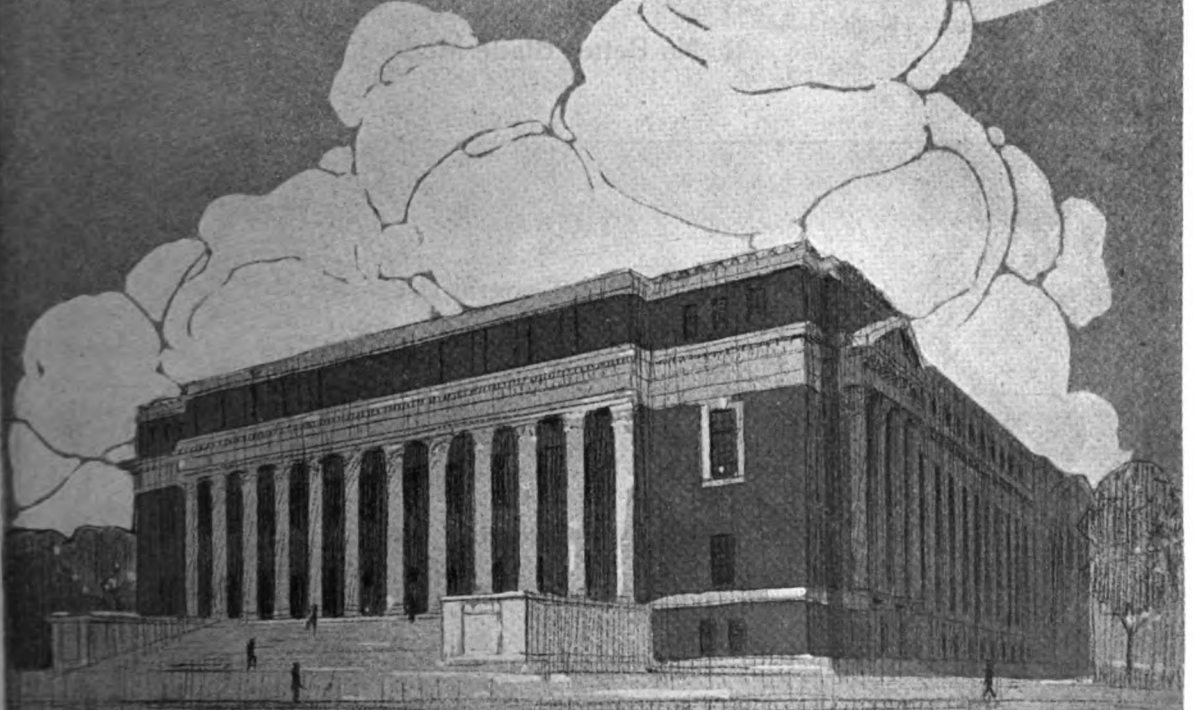
NEW BRITAIN, CONN.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.



The Harry Elkins Widener Memorial Library
Harvard University

Horace Trumbauer, Architect

GODELL PRATT

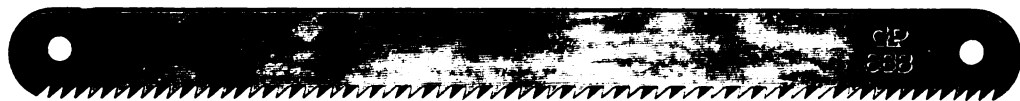
1500 GOOD TOOLS

HACK SAWS

Famous for Temper and Cut



© No Better Blade Made



No. $\frac{GP}{888}$ For General Use



No. $\frac{GP}{773}$ A Fine Flexible Blade

MANUFACTURED BY

Goodell-Pratt Company *Toolsmiths* Greenfield, Mass., U.S.A.

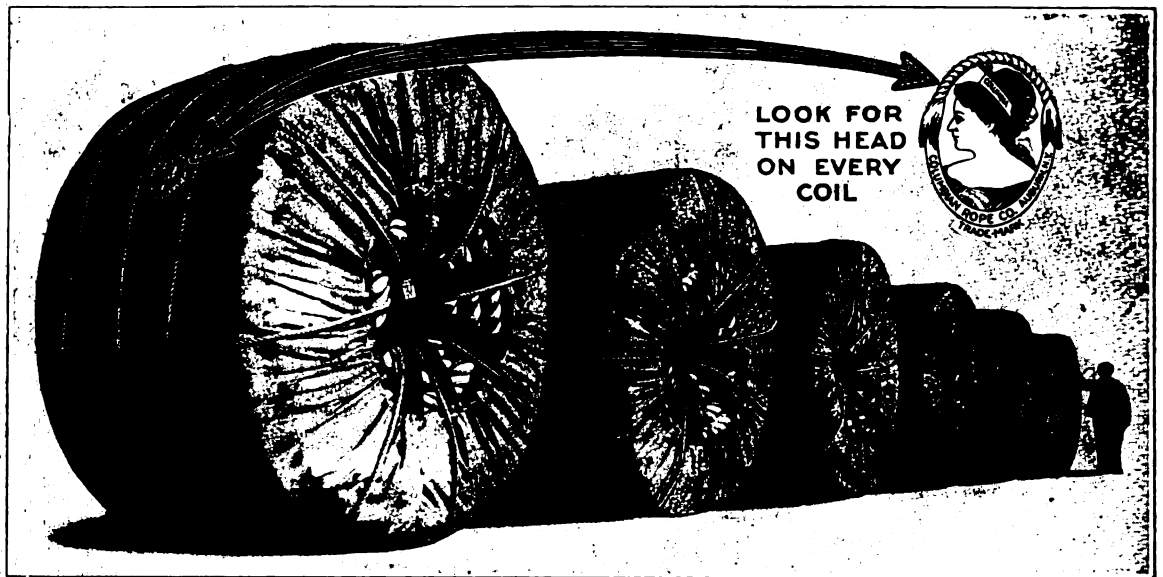


REMINGTON
UMC

NEW YEAR'S
GREETINGS

To the Sporting Goods and
Hardware Trade, the entire
organization of The Reming-
ton Arms Union Metallic
Cartridge Company, Inc., ex-
tend their sincere wishes for
successful progress during 1919
—a historic year in the develop-
ment of the American People.

1919



Where Reliability is of the Utmost Importance

Select Columbian Pure Manila Rope Because

- it is made of the highest grade, long fibre, pure Manila.
- it is always uniform in size, lay and strength.
- and there are no weak spots.

Columbian Manila Rope

- is rigidly inspected and carefully tested before leaving the mill.
- it stands hard service, under the most trying and unusual conditions.
- is exactly as represented—the best rope at any price.
- and most important of all, it is absolutely reliable.

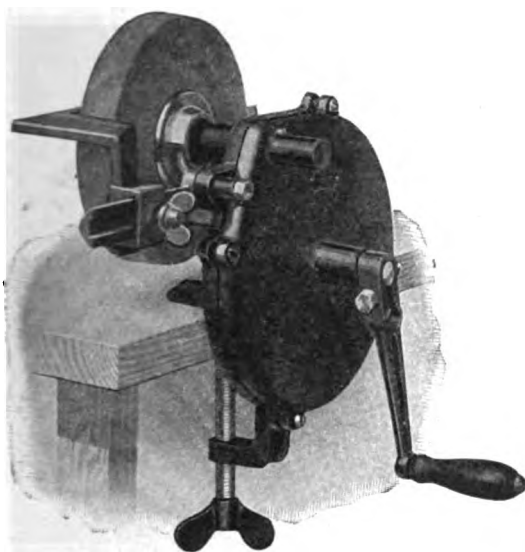
ORDER THROUGH YOUR JOBBER

COLUMBIAN ROPE COMPANY

Auburn (*The Cordage City*) New York

Branches: New York Boston Chicago

AMERICAN QUALITY --TOOL-- GRINDERS



For Rapid, Accurate, Satisfactory
Work, the

**American line of High
Duty Grinders**

Have no Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp — Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

New Principle Twist Drill Grinding Attachment with graduated adjustment for radius and clearance, also micrometer feed regulator.

These superior, exclusive features make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

*Ask your Jobber or write to us direct
Attractive proposition to dealers*

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WISCONSIN

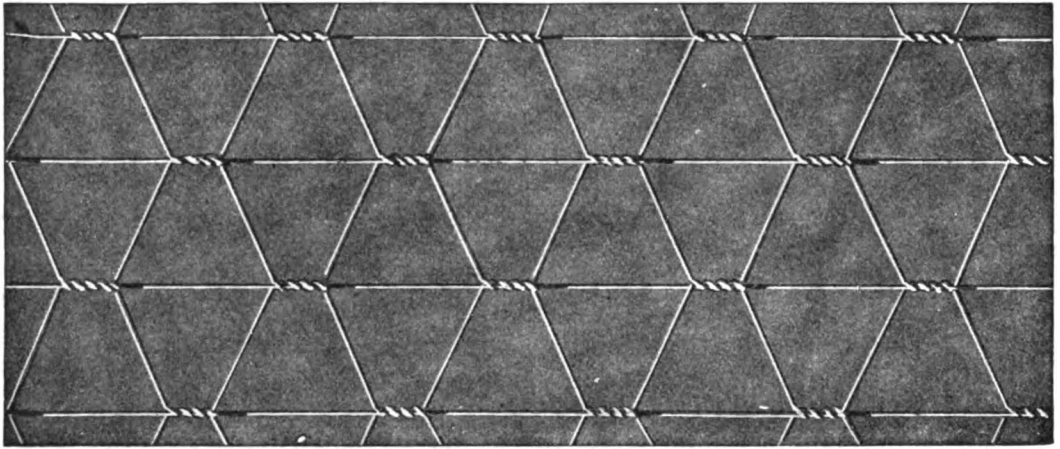
WESTERN DISTRIBUTERS

Jobbers

Dunham, Carrigan & Hayden Co.
Baker, Hamilton & Pacific Co.
Thomson-Diggs Co.
Ducommun Hardware Co.
Harper & Reynolds Co.
Honeyman Hardware Co.
Whiton Hardware Co.
A. M. Holter Hardware Co.
George A. Lowe Co.
Butler & Brittain.
Chancellor & Lyon Co.
George Tritch Hardware Co.
Krakauer, Zork & Moye's Sucs., Inc.
Momsen-Dunnegan-Ryan Co.

Z. C. M. I., Salt Lake, Utah.
Western Metal & Supply Co., San Diego.
Auto Hardware & Equipment Co., San Diego.
Northwest Auto Supply Co., Billings.
B. K. Sweeney Electrical Co., Denver.
C. W. Marwedel, San Francisco.
Marshall-Newell Supply Co., San Francisco.
Motor Accessories & Tires Co., Pueblo.
Lathan Auto Supply Co., San Francisco.
Weinstock-Nichols Co., San Francisco.
Motor Supply Co., Phoenix.
Arizona Hdwe. & Supply Co. Phoenix.
Motor Mercantile Co., Salt Lake City.
Foster Auto Supply Co., Denver.

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

LOOKS BETTER**LASTS LONGER****SELLS MORE READILY****A CARD TO US WILL BRING A SAMPLE TO YOU**

We Also Manufacture
Bronze, Copper, Painted and Galvanized

AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

Mt. Wolf, Pennsylvania

Factories:
Clinton, Iowa

Niles, Michigan

CORCO

REG- U.S. PAT. OFF.

Sheet Metals and Sheet Metal Products

Manufactured by

Whitaker - Glessner Company

Wheeling Corrugating Department

Wheeling, West Va.

Branch Offices and Warehouses:

16 Desbrosses Street
NEW YORK

2547 Athington Street
CHICAGO

1006-1010 Spruce Street
ST. LOUIS

1234 Hamilton Street
PHILADELPHIA

214-222 West Third Street
KANSAS CITY

Main and Boyce Streets
CHATTANOOGA

805 McDonough Street
RICHMOND, VA.

Mills and Factories:

Wheeling, W. V.

Martins Ferry, Ohio

Portsmouth, Ohio

Beech Bottom, W. Va.

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

**PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES**

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



The Union Fork & Hoe Co.

**Manufacturers of a Complete Line of
High Grade**

Forks, Hoes, Rakes and Hooks

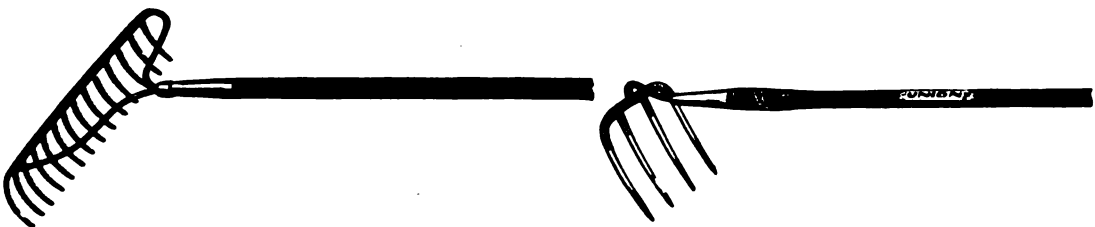


**General Offices
COLUMBUS, OHIO**

**Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO**



“They’re Just Right — Strong But Light”



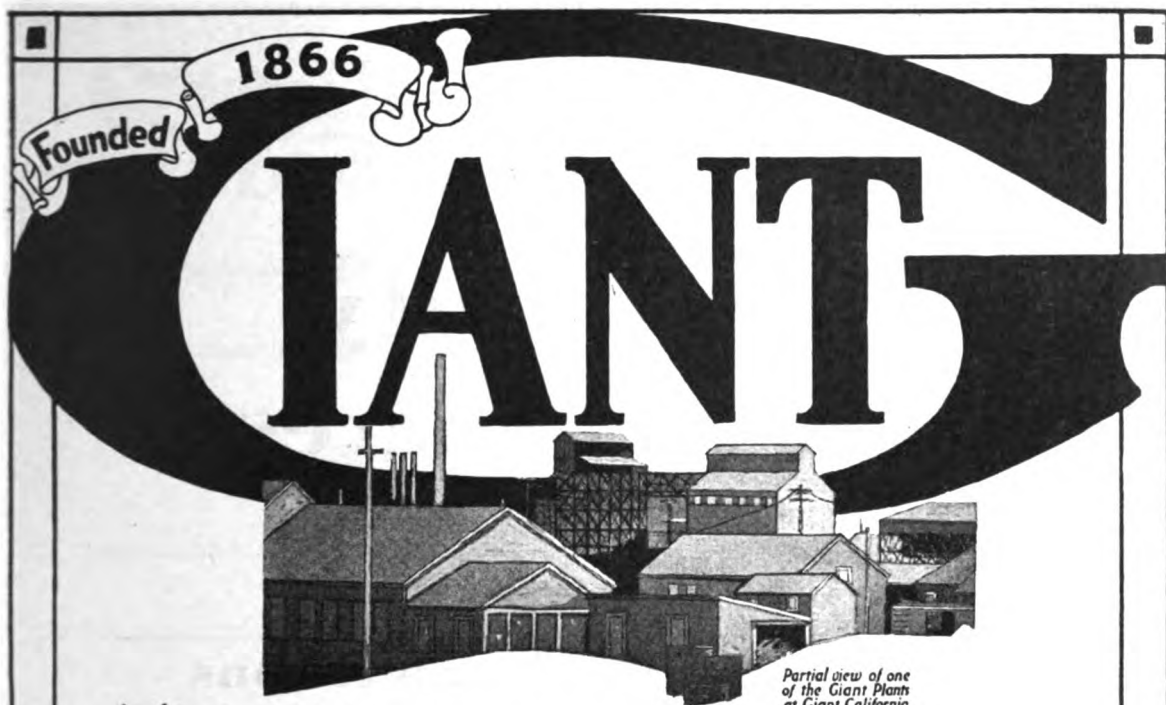


Please accept our thanks for the business given us during 1918. Our best wishes are yours for 1919.

The Baldwin Refrigerator Co.

Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.



The oldest manufacturers

Your customers know there is a logical reason for the better and cheaper blasting results of Giant Powders. They have been improved and developed longer than any other dynamite or powder made in this country.

In 1866 the first Giant laboratory was built in the present Golden Gate Park. Today, with our chain of great plants and magazine stocks throughout the entire West, we can serve you with Giant Powders.

There is a good profit in every sale of Giant Farm Powder. Its use leads to improvements, permits the use of intensive tillage methods and develops your farm machine market. More than 3000 merchants are selling Giant Powder in constantly increasing quantities. These merchants have found that sales of Giant Farm Powders bring repeat orders. Farmers who once use them always come back for more. Dealers who have been selling only the ordinary dynamites find that their sales increase rapidly as soon as they stock the Giant brands.

Write for information regarding the ways in which we help Giant dealers to sell more Powder.

The Giant Powder Co., Con., San Francisco

First National Bank Bldg.

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

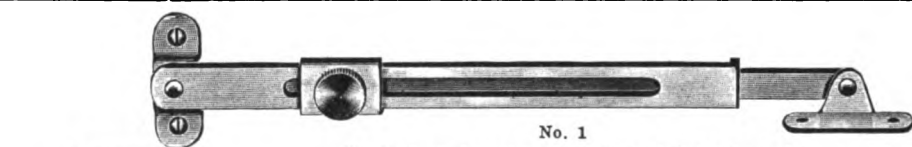
Peace Prosperity and Progress



Henry Disston & Sons
INCORPORATED

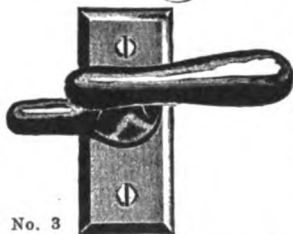
Keystone Saw, Tool, Steel and File Works

Shelby Casement Window Hardware



No. 1

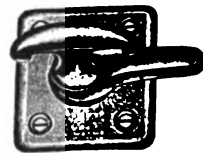
No. 1 is an Adjuster for right or left hand windows opening in or out. It is also furnished with brackets to be used where attachment to window casing or trim boards is necessary. This Adjuster will hold the window open, positively locked in any position. Can also be used as a friction stay.



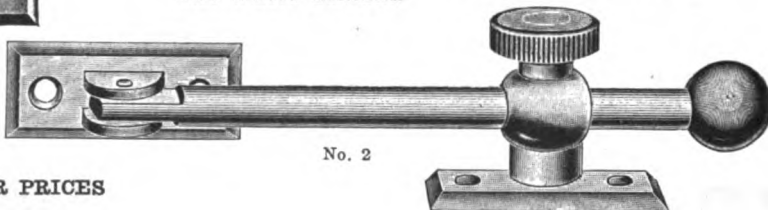
No. 3

No. 2. This Adjuster is for right or left hand windows opening out. It is a very strong and efficient adjuster with $\frac{3}{8}$ -inch wrought steel rod made in 8, 10, 12 and 15-inch lengths.

Nos. 3 and 4 are two of our many styles of Casement Window Fasteners.



No. 4



No. 2

WRITE FOR PRICES

THE SHELBY SPRING HINGE CO.

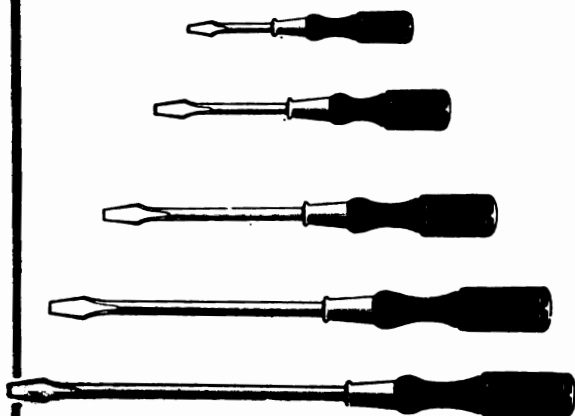
Shelby, Ohio

Pond Hdwe. Specialty Co., Los Angeles, Cal.

COAST REPRESENTATIVES:

D. L. Herman, Seattle, Wash.

Stanley Tools



"HURWOOD" Screw Drivers

**Unsurpassed for
Strength and
Durability**

Blade, Shank and Head are one piece of special steel. Two patented projecting wings under the head together with a rivet which passes through the ferule, handle and shank, securely fastens the Blade in the Handle, preventing its turning.

The Blades are finely tempered and well finished.

The Handles are polished and stained black.

Many styles and sizes from which to select your stock.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

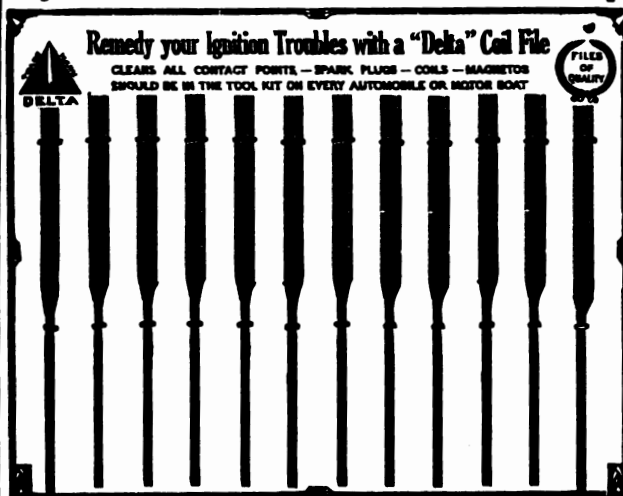


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.





A. C. RULOFSON, Pres.

BRIER HILL STEEL CO.

OF CALIFORNIA



J. S. BISHOP, Sec'y.

OPEN HEARTH STEEL SHEETS

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATEDMills at
Youngstown
OhioMills
at Niles
Ohio**STEEL TANK PLATES**

MILL SHIPMENTS ONLY

RIGHT PRICES

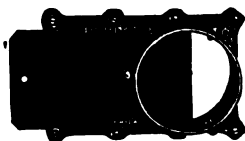
BEST SERVICE

BRANCH OFFICES

1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO**BLAST GATES**

We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest—get them.

BERGER BROS. CO.
229-231 Arch Street, PHILADELPHIA

**American
Seal
Cements**

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918

1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of

Peters

Semi-Smokeless Cartridges

Civilian Club Team Championship—Won for the third successive year by the Peters Rifle & Revolver Club team, of King's Mills, Ohio; score 9945 ex 10,000 points.

Military School Championship—Won by St. John's Military Academy, of Delafield, Wisconsin; score 9831 ex 10,000 points.

High School Championship—Won by Iowa City High School (sixth successive year); score 9819 ex 10,000 points.

Woman Champion—Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

AND THE HIGHEST INDIVIDUAL SCORE
2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

Every One of these victories is an unanswerable Proof of the Superior Quality of the  Brand

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Butler & Britain, Inc., San Francisco



Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

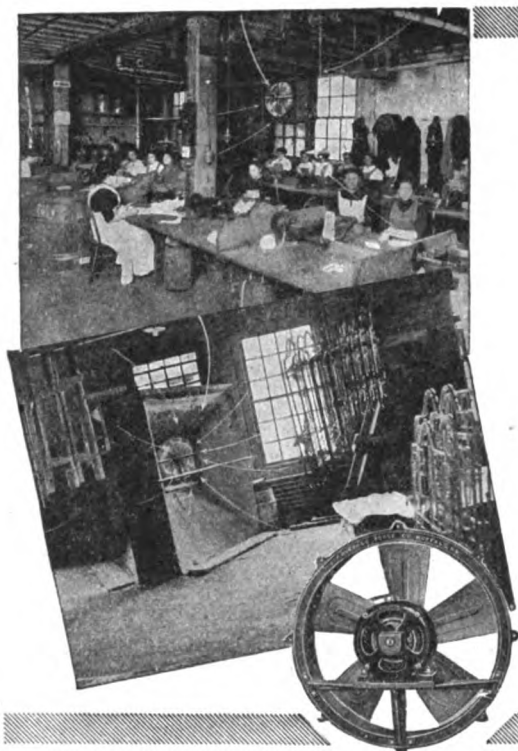
There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

“Buffalo” Electric Disc Fans

can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation.

Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
BOSTON, MASSACHUSETTS

“Easy Emptying” Grass Catchers

“Favorably known the world over” now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdw. Co.

The Specialty Mfg. Co.
ST. PAUL, MINN., U. S. A.

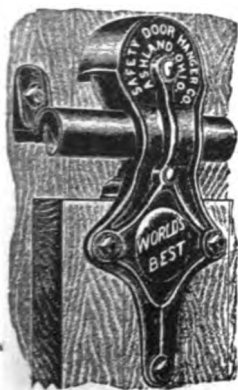


When you find "W & B" inside a diamond on a drop forged wrench you know it's the real goods. Sixty-four years of "better than good enough" tool making guarantees the best steel for the purpose, the highest attainments in manufacture and the severest tests, from raw materials to finished product. Grip a "W & B" wrench and you are ready for anything that has to be pulled off or pulled tight.

The Whitman & Barnes ^{Mfg.} Co.

Established 64 Years

Factories, Akron, O.; Chicago, Ill.; St. Catharines, Ont. General Offices, Akron, O. New York Offices and Store, 64 Reade St.



YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.
Wheel underneath track prevents derailment.
Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.

Auto-Wheel ^{CONVERTIBLE} Roadster and Auto-Wheel Coaster

These are the ideal wagons for work or play. There isn't a child in your town who wouldn't like to own an Auto-Wheel Convertible Roadster or an Auto-Wheel Coaster.

Watch our national advertising. Notice we tell the youngsters to look for the Auto-Wheel Dealer. This means an opportunity for you—and if you're not an Auto-Wheel Dealer, we urge you to write today for our attractive proposition.

BUFFALO SLED COMPANY

Dept. A, N. Tonawanda, N. Y.
Factories: N. Tonawanda, N. Y., and
Preston, Ont., Canada.

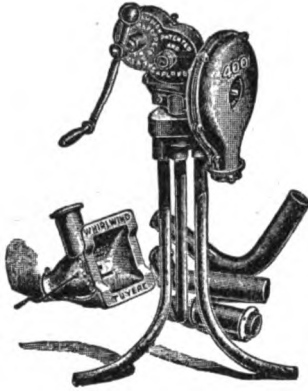
New York Office:
108 Chambers St.
San Francisco Office:
979 Monadnock Bldg.

Seattle Office:
214 Maritime
Bldg.

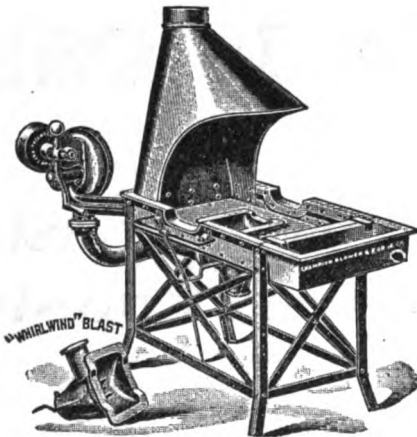


CHAMPION

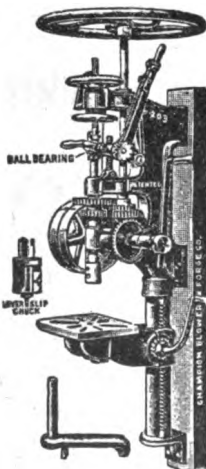
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

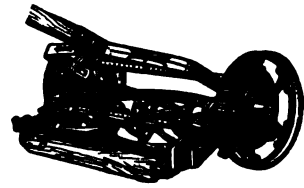
Built for Service
Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.



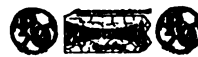
SURPRISING how
demand has con-
centrated on better
grade mowers.

Because so many
householders have
learned to cut their
own grass this season.

PENNSYLVANIA

Quality

Lawn Mowers



This trade-mark will
be found on the fol-
lowing:

"Pennsylvania"
"Pennsylvania Jr."
"Pennsylvania Golf"
"Pennsylvania Put-
ting Greens Mower"
"Continental"
"Great American
E. B."
"Shock Absorber"
"Quaker City"
"Red Cloud E. B."
"Orchid E. B."
"Daisy"
"New Belmont"
"Bellevue"
"Panama"
"Delta E. B."
"Electra"
"Pennsylvania
Pony"
"Pennsylvania
Horse"
"Pennsylvania Grand
Horse"
"Pennsylvania Trio
Horse"—86-inch
cut

have dem-
onstrated
that quality
tools are
the most
economi-
cal.

The prom-
ise for next
season is
still a heav-
ier demand



PENNSYLVANIA LAWN MOWER WORKS

INCORPORATED
JOHN BRAUN & SONS

FOUNDED 1877

PHILADELPHIA



"The best garage door equipment I ever used or saw"

states Architect W. A. Risinger,
Elwood, Indiana, referring to

Slidetite

(Patented)

**Garage
Door Hardware**

Doors hung on "Slidetite" hardware close weather-tight, slide easily, can't sag, stand immovable without locks or holders, operate in small space and make a fine looking garage. Made in sets for any size garage, public or private.

Particular information furnished without obligation



Richards-Wilcox Manufacturing Co.
SAN FRANCISCO AURORA, ILLINOIS, U.S.A. PHILADELPHIA
LOS ANGELES NEW YORK CHICAGO RICHMOND, VIRGINIA
RICHARDS-WILCOX CANADIAN CO. LTD. LONDON, ONT.
"A hanger for any door that slides"



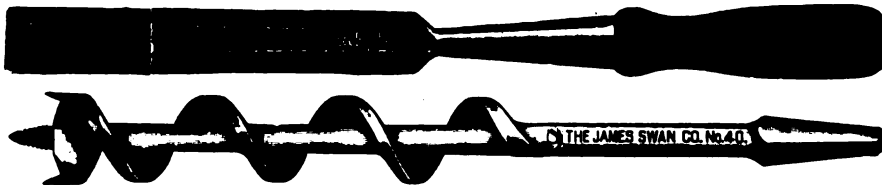
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

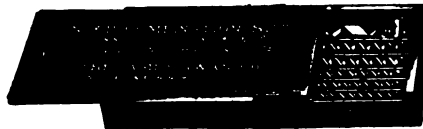
**Bits
Augers**



**Chisels
Draw Knives**



**Nail Sets
Gimlets**



**Gouges
Screw Drivers**

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by **THOMSON-DIGGS COMPANY**, Sacramento, California

The Bridgeport Hdw. Mfg. Corp.

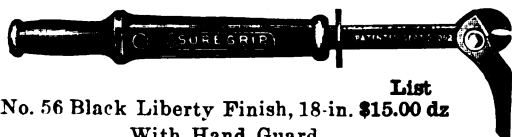
BRIDGEPORT, CONN.

"TIGER" NAIL PULLER



List
No. 48 Black Liberty Finish, 18-in. \$8.00 doz
With Hand Guard

SUREGRIP NAIL PULLER



List
No. 56 Black Liberty Finish, 18-in. \$15.00 doz
With Hand Guard

REX NAIL PULLER

List
No. 64 Black Handles, 18-in. \$12.00 doz
No Hand Guard

THE "HOOKER" BOX OPENER

Forged Steel. Warranted.



List
No. 40 Oil Finish. Claw and Head Pol'd. \$7.20 doz
Weight 15 oz., length 9 inches.

UNBREAKABLE BOX SCRAPER

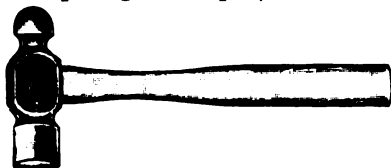
Knife Handle



List
No. 15 Length 12½ ins., Blade 2 ins. \$6.00 doz

AUTO HAMMER

Drop Forged. Properly Hardened

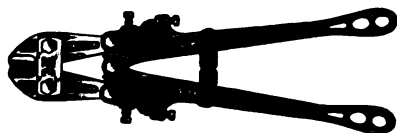


List
No. 18 Oil Finish. Pol'd Head and Pein. \$4.20 doz
Weight 15 oz. Length over all 11 inches.
½ dozen in a box. 10 dozen in a case.

C. W. GAUSE & CO.
Western Sales Agents
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City

PORTER'S New Easy Bolt Clippers



Are you handling the

10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimble & Cox,
L. O. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

HELP GET MORE WOOL

Don't let any sheep owners in your locality shear with hand blades

Stewart Shearing Machines

increase the clip 15%, save time and labor and don't cut the sheep.

The additional wool obtained will more than pay for a Stewart Machine the first season and the wool is badly needed.

There are hand operated and power operated Shearing machines for flocks of all sizes from six sheep (or goats) up.

Sheep owners are ordering machines for Spring shearing now.

DEALERS—Write at once for our Catalog No. 66.

CHICAGO FLEXIBLE SHAFT COMPANY

5604 Twelfth Street, Chicago

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Oregon

The Fast Selling Line

HUNDREDS of live dealers are now selling the celebrated COLEMAN line of gasoline Lamps, Lanterns and Lighting Plants. Made by America's pioneer manufacturer of portable gasoline lamps and lanterns. Easy sellers; dandy profits. Durably made of nickel brass. Handsomely designed.

The **Coleman**
Lights
With a
Match
Quick-Lite



Makes and burn its own gas from common gasoline. No wick to trim—no globe to wash. No dirt, grease, smoke or soot. No danger of fire even if rolled over in straw. Can't explode. Fuel can't spill. **Guaranteed Five Years.** Nationally advertised. Write at once for agency proposition.

The Coleman Lamp Co.
Wichita St. Paul Toledo
Dallas Chicago

ROPE

CLOVER LEAF MANILA

If *quality* is wanted
If *satisfactory service* is sought
If *durability* is desired

Then Order
CLOVER LEAF MANILA ROPE

It sells itself wherever once used



Trade Mark

GOOD GOODS
HONESTLY MADE

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street
SAN FRANCISCO, CAL. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

BARBED WIRE BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

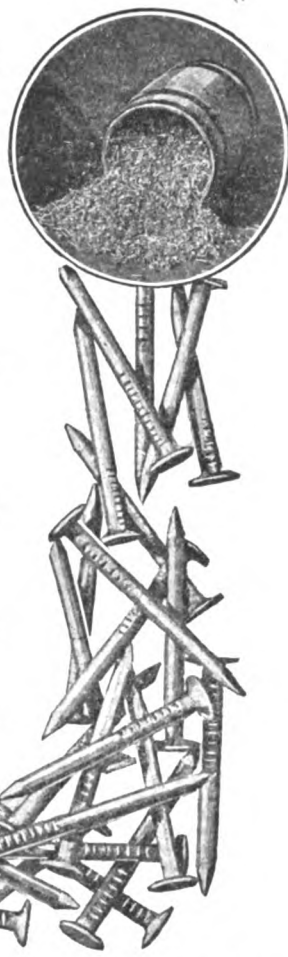
Carload Shipments from Pittsburgh Mills to All Points on the Pacific Coast

MANUFACTURED BY

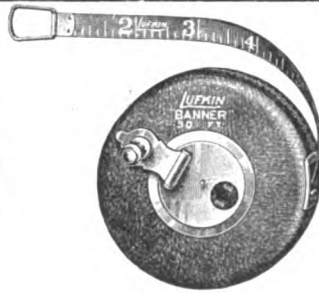
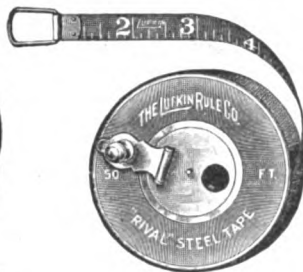
PITTSBURGH STEEL CO.

359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.
SALES MANAGERS

 BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.


AN
UNEQUALLED
ASSORTMENT
FOR
HARDWARE
STOCK



In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

LUFKIN

 AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

 Stand on Records of
 PERFORMANCE as well as
 a GUARANTEE
 Stocked by Your Jobber

THE LUFKIN RULE CO.

 SAGINAW, MICHIGAN
 106 Lafayette St., N. Y.
 Send for Catalogue


WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Complete stock carried at Tigard, Oregon, Branch

Write for catalog showing entire line.

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

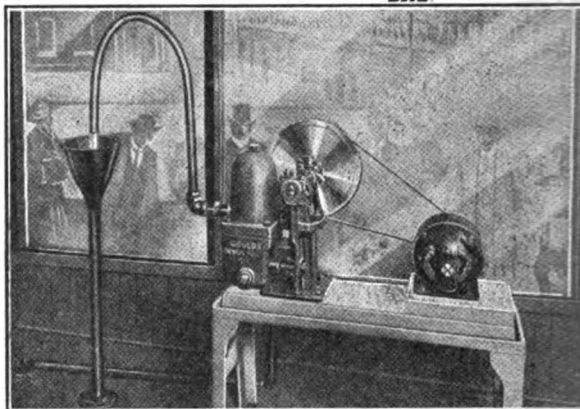
This Window Display Will Make Business for You

Gould Noiseless "Hi-Speed" Pump offers you a special opportunity as an attention-getting exhibit. It is so unique, so simple, so silent, that it is sure to attract great attention. You can easily install in your window an outfit like that shown opposite. It will make **new** business. This is the first and only noiseless pump for the small individual plant—on the farm, in the small-town home, hotel, store or shop. The



runs so smoothly that at a distance of ten feet, only the purr of the motor can be heard—a window display will prove this. And it has many other distinctive features. It runs at a speed of 500 r.p.m. and oils itself at each revolution. It is built in two sizes—3 and 6 gallons per minute. The "Hi-Speed" Pump is supplied with 13 different outfits—12 motor-driven and one gasoline-engine-driven. By stocking one complete outfit and a set of extra parts you can build any one of these 13 outfits.

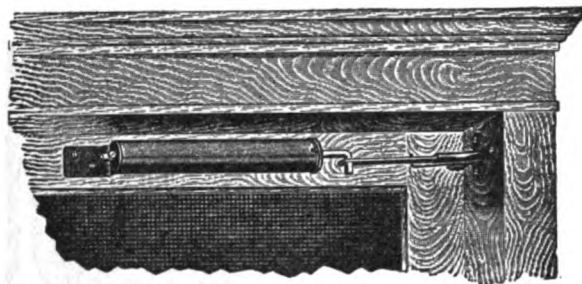
Now is the time to order a "Hi-Speed" Outfit. Be the first in your community to display a "Hi-Speed" exhibit in your show window. Write for further information and prices today.



The Goulds Manufacturing Company

Main Office and Works
Seneca Falls, New York

Northwest Agent: D. L. Herman
214 Maritime Building, Seattle, Wash.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features, together with the low price make it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

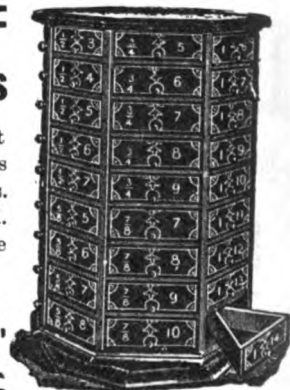
SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



Williams' Superior Drop-Forged Wrenches

Big Ones—
Little Ones—
Bent Ones—
Straight Ones—
Thick Ones—
Thin Ones—

40 Standard Patterns in about 1000 sizes with openings from 3/16 to 7 1/8 inches. Prompt shipment.

Booklets with your imprint if desired.

J. H. Williams & Co.
"The Wrench People"

Western Office and Warehouse:
60 South Clinton Street
Chicago, Ill.



General Offices:
60 Richards Street
Brooklyn, N. Y.

COLUMBIAN Vises and Anvils



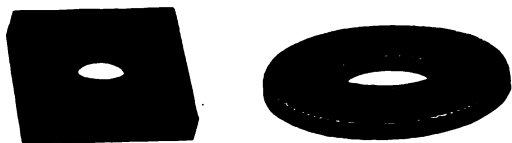
MALLEABLE IRON
Series 600



STANDARD WELDLESS
One-Piece Anvil

THE COLUMBIAN HARDWARE CO.
Manufacturers CLEVELAND, OHIO

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

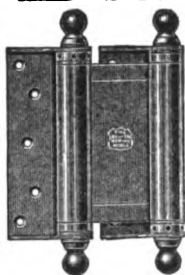
Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

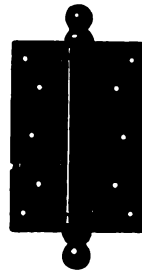
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

ONLY BOMMER DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface-Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

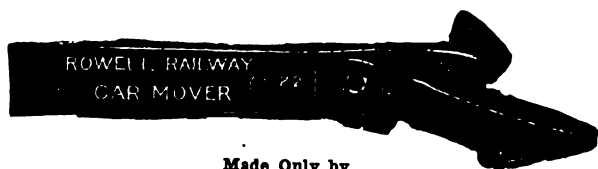
BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

STIMPSON-RIVETS



70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPOSE. BROOKLYN, NEW-YORK

Sold by All
Leading Jobbing and Supply Houses



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a
SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE
OF

YOUR OWN

PRICE EACH, \$5.00

TRUX

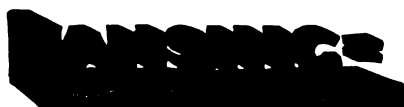
2 AND 4 WHEELED

"BUILT
TO
OUTLAST"



Concrete Mixers
Wheelbarrows
Wood, Steel and
Cast Iron Wheels
Hoists

Let Us Quote You



338-348 Brannan St., Near Second
SAN FRANCISCO, CAL.

ATLAS

10 Cent
Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents
San Francisco, Los Angeles





"The Blade in the Plaid Box"

"LENOX" Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior **QUALITY** and **UNIFORMITY**, which, coupled with an **UNEQUALED SERVICE** on deliveries and a package that is **DISTINCTIVE**—they have given both the Dealer and his Customer "just the Hack Saw they have been looking for."

Manufactured by

AMERICAN SAW & MFG. CO., Springfield, Mass.

Direct Factory Representative for Pacific Coast, **CALDWELL SALES CO., 320 Market Street, San Francisco Cal.**

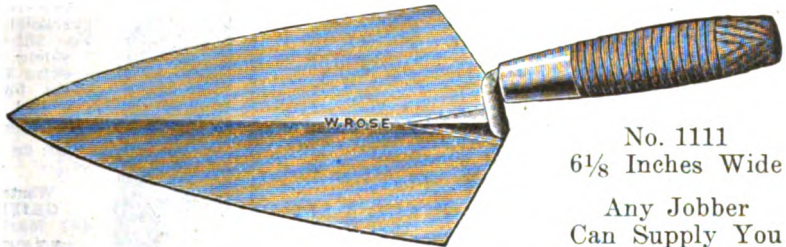
W. ROSE Wide Heels Supplanting Narrow Trowels

Accurate forging of W. ROSE wider blade prevents it from seeming awkward.

May we mail our Tool Book?

WM. ROSE & BROS.

200 W. Elmwood Avenue
Sharon Hill, Pa.



No. 1111
6 1/8 Inches Wide

Any Jobber
Can Supply You

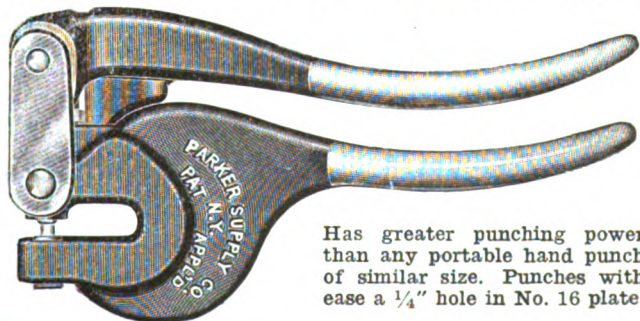
WIEBUSCH & HILGER, Ltd., 110 Lafayette Street, New York, Selling Agents

*Parker
Metal Punch*

Every Inquiry Becomes an Order
When You Handle the

Parker Metal Punch NUMBER 0

THE HAND PUNCH THAT HAS NO EQUAL



Has greater punching power than any portable hand punch of similar size. Punches with ease a 1/4" hole in No. 16 plate.

PARKER SUPPLY COMPANY, Inc., Manufacturers
DEPT. F, NEW YORK

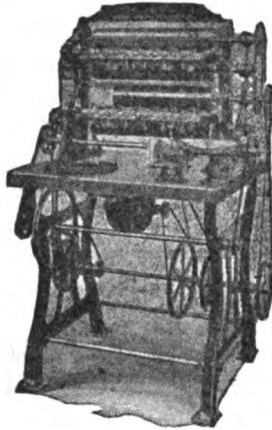
GET OUR PROPOSITION

Scarcity of Blades MEANS PROFITS FOR YOU

Now that the Government has taken over the output of most of the safety razor manufacturers, safety razor blades, particularly Gillette, are almost out of the market.

This condition presents a great opportunity to dealers to install the

Hatfield Complete Sharpening Machine



and make good money right from the start. The point to remember is this: Men, being unable to buy new blades, are mighty glad to have their old blades re-sharpened right.

The Hatfield not only sharpens them right, but rapidly sharpens 12 blades every 5 minutes. The keen cutting edge it gives to each blade is what keeps men coming to the dealer who "Sharpens with a Hatfield."

Write for our "Money making plan and particulars."

HATFIELD MFG. COMPANY
21 Walker Street, New York City

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size $2\frac{1}{4} \times 24$ in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. $2\frac{1}{4} \times 24$ in.

All our Leather and Web stropps are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, $2\frac{1}{4} \times 24$ in.

Every strop stamped.

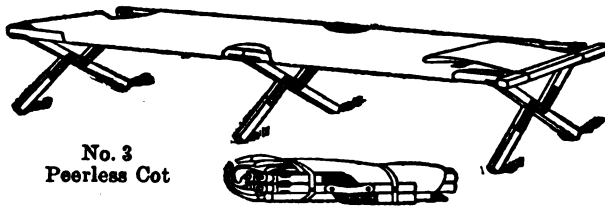
Let us send you our Catalog.

DON'T WAIT

Western Representatives,
GRIFFITH SALES CO.
461 Market St., San Francisco.
ALLEGRETTI MFG. CO.,
Geneva, N. Y.



WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF FOLDING CAMP FURNITURE



No. 3
Peerless Cot

Cots, Chairs, Stools

Also a Complete Line of

**Canvas Goods, Tents, Covers
Paulins, Leggings, etc.**

**THREAD MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.

**IVORY HANDLE
COMPANY**
Hope, Arkansas



Colt's Firearms



1848

have been supplied to the United States Government for many years. Troops were equipped with Colt made arms in the Mexican War, 1848; during the great struggle from 1861 to 1865, and in the war with Spain, 1898. Through all the years of this Company's existence we have been developing arms which have been adopted by the United States Government and which have made many thousands of friends for the Colt Company.

This great experience now seems to have been but preparation to enable us to serve the United States Government during the present world war. The Colt Company manufactures the Colt, Browning and Vickers Machine Guns in addition to the Colt Automatic Pistol and Colt Revolver, Caliber .45. To the maximum extent of our capacity we are making these essentially military weapons for the Government, and at their request are daily enlarging our facilities. In doing this, which is our duty to the Government, we are each day having to disappoint many friends who wish to procure some particular model of Colt revolver or automatic pistol for their own use. We are sure, however, that all those who have the best interests of the country at heart prefer that at this time our whole effort be expended in making our part of the equipment for the boys who are going to use it "over there."



1898



1861



1918

Colt's Patent Fire Arms Mfg. Co.

HARTFORD, CONN., U. S. A.



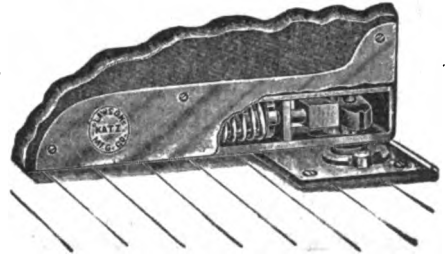
Surface Floor Spring Hinges

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



"STAR" EXPANSION BOLTS



Log Screw Type Wood Screw Type Toggle Bolt Machine Bolt Machine Nut

Trade Mark
"SEBCO"

A Pleasure to Sell

Standard the
World Over

STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago
147-149 Cedar Street, New York

Ohlen Saws

Columbus, Ohio



Standard for Sixty-Five Years

STAR HEEL PLATES

There are no Heel Plates as good as the Star Heel Plates. Supply the
INCREASING DEMAND FOR HEEL PLATES WITH STAR—The Pioneer of All Brands

STAR HEEL PLATES

Sell and Sell and Sell
Because
They Are the Best



STAR HEEL PLATES

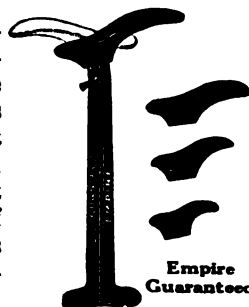
Are Made in Six Sizes
Nos. 0 to 6
Order Today Sure

COBBLER OUTFITS and LASTS and STANDS

We Make
40
Different
Kinds



We want some of the jobbers who have not handled our well-known line to get in touch with us immediately with request to send catalog No. 15 and price list, showing the best and most complete line of heel plates, cobbler outfits and lasts and stands manufactured.



We Make
30
Different
Kinds

Star Heel Plate Co. (LOUIS SACKS Proprietor) 357-391 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal., and Utah and Idaho—E. C. Coffin & Co., 503 Dooley Building, Salt Lake City, Utah.

Sure, It's a New PULL-EASY Adjustable Garden Cultivator

Combines the popular five-prong style with the great PULL-EASY Adjustable feature. Can be used as a rake when spread out to full twelve-inch width.

Costs no more than the old rigid style and outsells it two to one.

It is guaranteed. Our Number PE5. Ask your jobber.

Teeth—Five, channeled steel, guaranteed unbreakable.

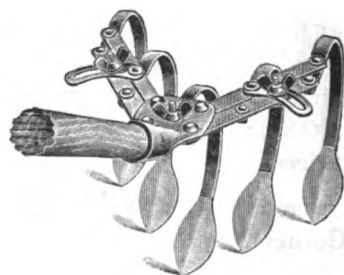
Points—Convexed for perfect scouring.

Handle—Four feet long, polished.

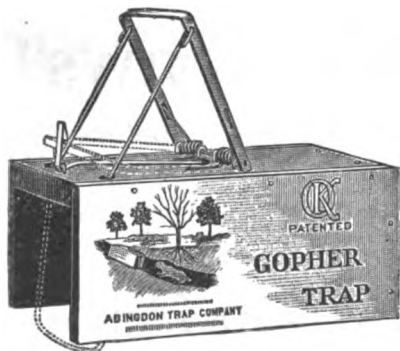
Adjustable—6 in. to 12 in. wide.

Packed—Half dozen in a crate.

PULL-EASY



THE PULL-EASY MFG. CO., 483 Barstow Street, Waukesha, Wisconsin



EASY TO GET RID OF THE
POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO
HOLD

Manufactured by
The Abingdon Trap Co.
Abingdon, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER






McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863



V & B Square Head Nail Set

Patented

No. 100 Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.

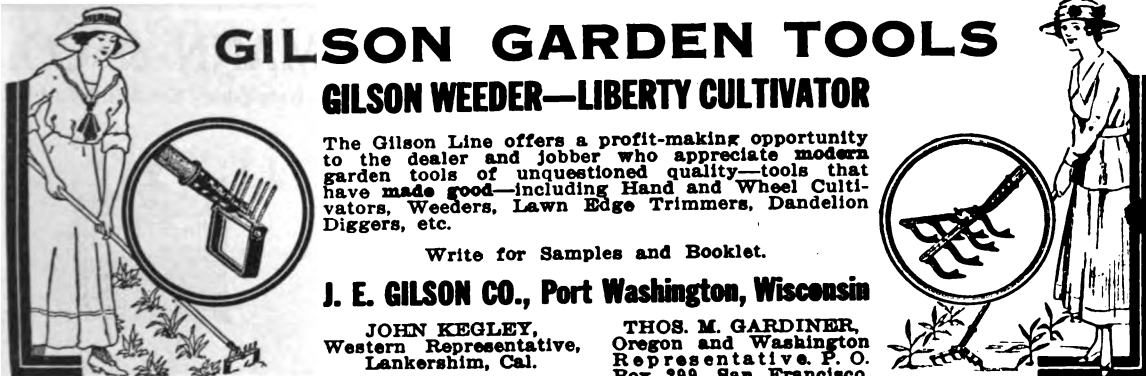
These Nail Sets are made in **One Piece**.

Owing to the square head design, they will not roll. Cup pointed, individually tempered.

For sale by all leading jobbers.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools.

2114 Carroll Ave. Chicago, Ill.



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.


THOS. M. GARDINER,
Oregon and Washington
Representative. P. O.
Box 299, San Francisco.



HARDWARE AGENTS WANTED


We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

O. J. CHILDS CO., Utica, N. Y.



THE BRAINERD LINE

THE MOST COMPLETE LINE ON THE MARKET

QUALITY  SERVICE

CABINET HARDWARE REFRIGERATOR HARDWARE
CHEST HARDWARE FURNITURE HARDWARE

BRASS — BRONZE — STEEL

THE BRAINERD MFG. CO., East Rochester, N. Y., U. S. A.



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

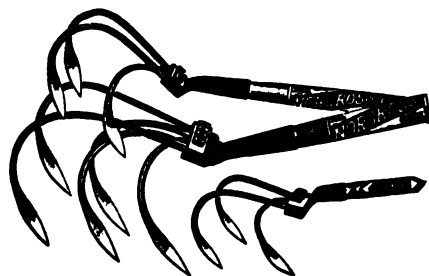
DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO.,** Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

Here's the Sprinkler that's in Big Demand



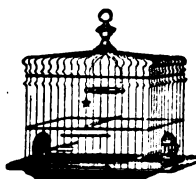
THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.



600 Shaves from One Blade

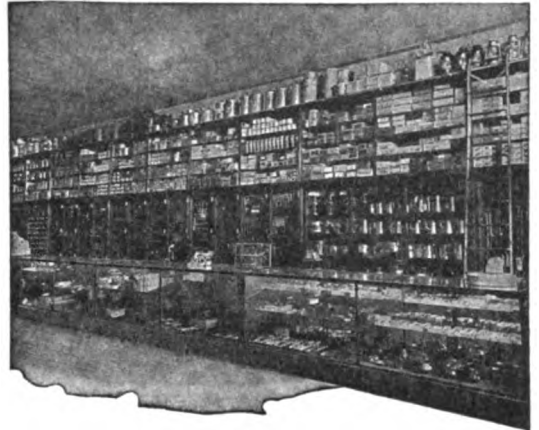
This is quoted from the experience of one man, and others send equally enthusiastic reports after using the

Rotastrop

SHARPENS SAFETY RAZOR BLADES

It's a daisy little machine, with big profits for established hardware dealers. Write for introductory offer. Represented in Washington State by Schram & Ware, Inc., Seattle.

THE BURKE MFG. CO. :: Dept. R, Dayton, O.



"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have. Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 100, that explains the Duluth Systems of Hardware Displays.

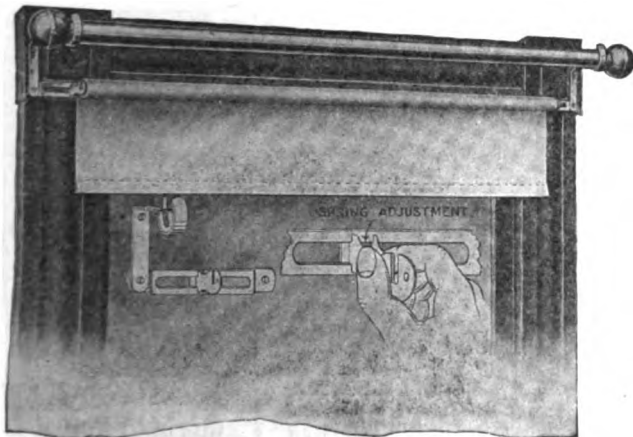
DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a long-felt necessity. Neat, compact, convenient. Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store
234 Water Street

NEW BRITAIN,
CONN.

"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

**BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.**

H. ROTH & SONS

942-944-946 MISSION STREET
SAN FRANCISCO, CAL.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

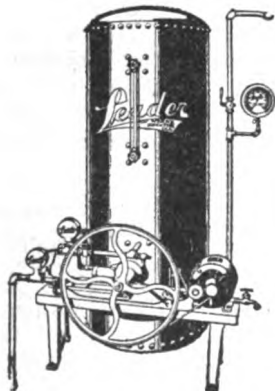
Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.

FACTORY, SAN DIEGO, CALIFORNIA

Leader
TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California

Sole Distributors

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

MANGRUM & OTTER, Inc.

827-831 Mission Street
San Francisco

HEADQUARTERS FOR

Andirons Firesets
Screens
Basket Grates

FIREPLACE ACCESSORIES OF ALL KINDS



Andirons No. 2108



Fireset No. 847



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

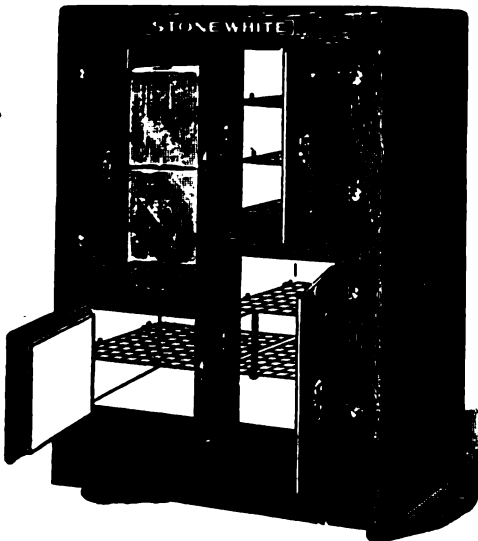
"ANSONIA" NAIL CLIP 15 CENTS



Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.
Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

White Mountain Refrigerators

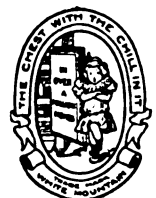


"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



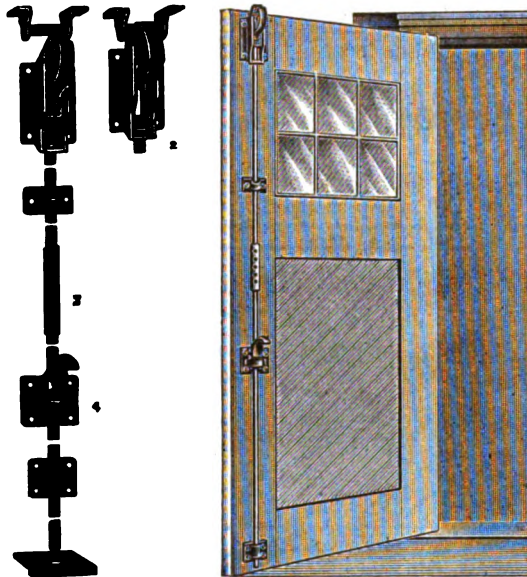
Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
Melbourne, Australia

Up-to-Date Garage Hardware

SUITABLE ALSO FOR HEAVY MILL AND WAREHOUSE DOORS. ALL PARTS UNBREAKABLE MALLEABLE IRON, DEAD BLACK FINISH

SELF-LATCHING DOOR BOLTS



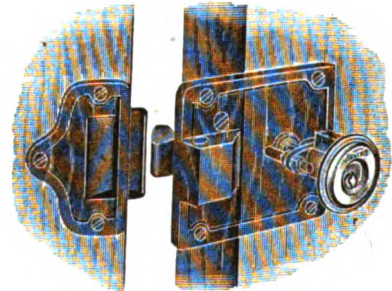
No. 1

Contact of latch with strike throws latch in position, permitting bolt to fall by gravity, automatically locking top latch and lifting handle. Adjustable telescopic rod. Can be shortened or lengthened to fit doors from 7 ft. 11½ in. to 8 ft. 6 in. Also shorter doors by cutting bottom of bolt. Lifting handle operates bolting members and automatically locks rod. Very simple operation.

ADAPTABLE CYLINDER LOCK



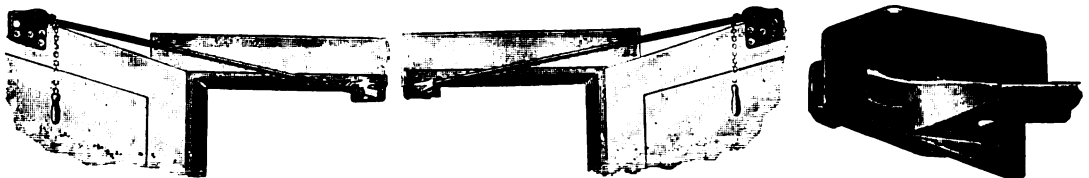
No. 200



Phantom View Showing Lock and Strike on Door With Adjustable Russwin Unit Cylinder

Simple application, by boring 1½-inch hole through door for cylinder and mortising door to take case of latch bolt which projects from back of lock. Cylinder adjusted by adjusting nuts. Three German silver keys. Can be master keyed to any Russwin cylinder. Cast iron. Reversible for either right or left hand doors. Stop on case holds latch retracted. Adapted to any position and recommended for "saggy" doors.

HOLD OPEN ARMS



For Right or Left Hand Reverse Bevel Doors

In Locked Position

Self-adjusting feature makes this type desirable in that it provides for all sagging of doors with perfect operation. Capable of 95 degrees opening of doors. Simple operation. Pull on chain tilts arm, disengaging locking lug from strike, allowing arm to slide through strike. When pressure is removed from chain, arm and locking lug drop into locked position by gravity. A pull on chain unlocks device and closes door.

Carried in Stock. Prices and Circulars on Request

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U. S. A.

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

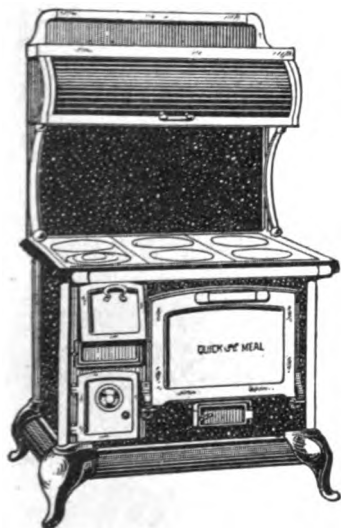
Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



"QUICK MEAL"

All Blue Porcelain Enameled and
Black Porcelain Enameled Ranges
are "Rust Proof," "Sanitary" and
Easy to Keep Clean, being Enam-
eled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

TRADE PROSPECTS

THROUGHOUT the Intermountain States are exceptionally promising.

We have anticipated the demands of our customers for the Spring and Summer Season, and our stock is complete and well assorted.

LET US PROVE OUR ABILITY TO SERVE YOU

**The Salt Lake
Hardware Co.**

SALT LAKE CITY, UTAH

POCATELLO, IDAHO

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only $3\frac{1}{4}$ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

A. M. HOLTER Hardware Company

Helena, Montana

—
Established 1867
—

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1



Honeyman Hardware Company

Ninth and Hoyt Streets
Fourth and Alder Streets

PORTLAND . . . OREGON

We wish our many patrons
and friends

A Happy New Year

and to thank each individually
for his generous patronage
during the past year.

We trust that we may still merit
your confidence during the
coming season. Yours
for a year of hap-
piness and bus-
iness success.



Handle the Trap the Public Calls for

Everywhere you go you see Avis Sanitary Fly Traps. That tells the story. And the reason is the best in the world.

Avis Sanitary Fly Traps Get the Flies

And get them as no other trap can. The secret is their all metal construction and design. They draw the flies right to them.

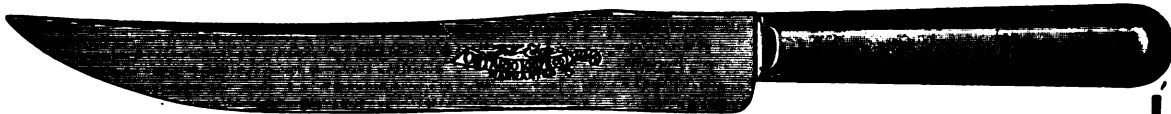
BETTER INVESTIGATE
BEFORE YOU PLACE
YOUR ORDER

A. B. AVIS
Pomona, California

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

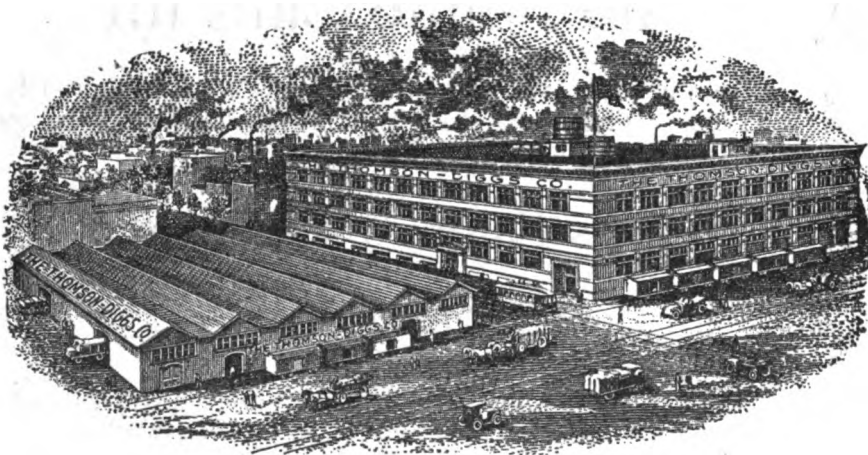
HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of shewing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



SPEED UP your oil stove business. Decide now to handle CLARK JEWEL'S. They always give entire satisfaction to the user and to the dealer who sells them. They are durable and handsome, and their working qualities cannot be equaled. Every one equipped with high speed oil saving burners. Not a single feature has been omitted that would improve the service and operation of these excellent stoves.



**THEY SAVE TIME
THEY SAVE OIL**

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



Three sizes of Pail
Four sizes of Can

**Your Best
Customers
Already
Know
About
This Can
and Pail**



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

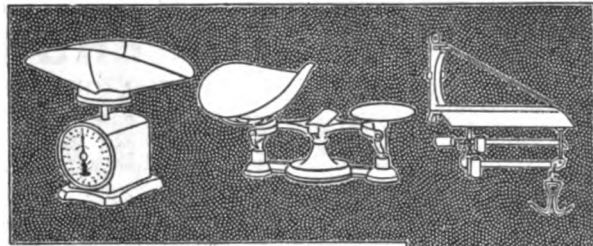
The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co....San Francisco
Dohrmann Commercial Co.....San Francisco
Dunham, Carrigan & Hayden Co..San Francisco
Heyman-Weil Co.....San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc.....San Francisco
Seller Bros. & Co.....San Francisco

**WITT'S CAN and
PAIL**



CHATILLON SCALES AND CUTLERY

*Give you more than a
living margin of profit*

There are two things every dealer should be particularly interested in when selling scales and cutlery.

First, you should offer your trade a product thoroughly dependable, high in quality and service, at a reasonable retail price.

This is possible if you are a Chatillon dealer.

Second, in return for your efforts in making the sale, you should realize a substantial profit.

This, too, is possible if you are a Chatillon dealer.

Chatillon dealers also appreciate that these products completely satisfy their customers and help, naturally, to secure renewal orders and increase the trade.

*Get Our Catalogue, Prices
and Trade Discounts*

JOHN CHATILLON & SONS

Scale Makers Since 1835

85 Cliff Street New York City



YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS - SNYDER CO., Manufacturers - - **MASSILLON, OHIO**

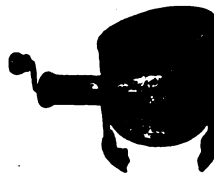
Trade mark "Boomer" Registered—No. 58228



2 BROOMS 1 IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO

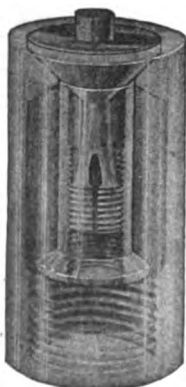
Sender Street

Hamilton, Ohio

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



Open

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.



Write Today

Genco
RAZORS

GENEVA CUTLERY COMPANY
157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors



A Big Seller to Fishermen

Every fisherman has trouble with back-lash snarls.

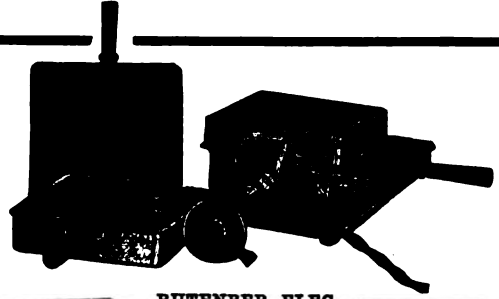
Gem Reel Winders

absolutely prevent them. Attached permanently to reel, it throws right and left and gives kite-wind on reel. Display this on your counters. It sells easily at \$1.50.

One customer says: "Simply fine, only price is too low."

Write for discounts.

GEM REEL WINDER CO. 402, 133 Second St. MILWAUKEE



RUTENBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers. Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.

Marion, Ind., U. S. A.



TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



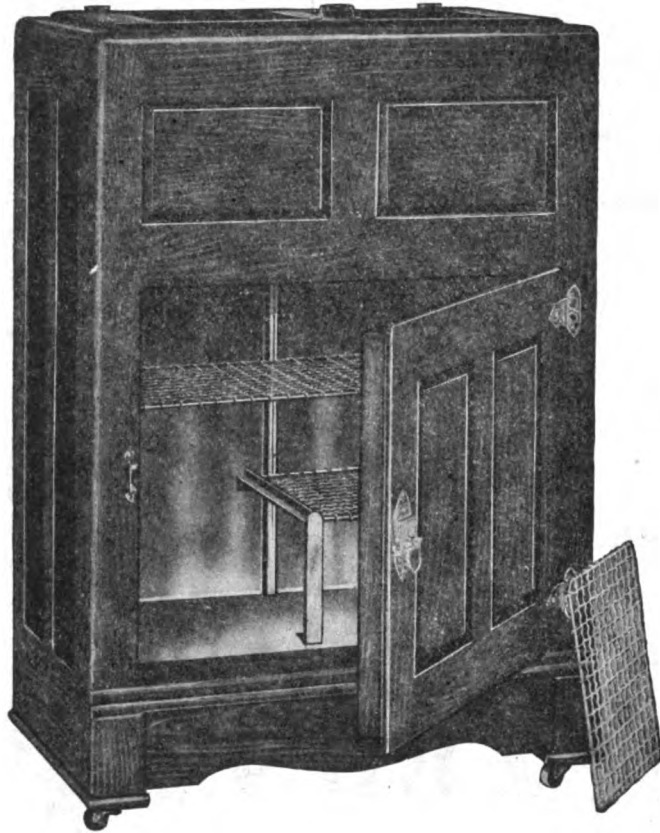
The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Monarch Refrigerators

Have an established reputation. Positive Dry Air Circulation. Patented removable or cleansable air flues and other hygienic features.



Monarch Refrigerators

Are perfectly insulated, ensuring ice economy. The cabinet work of brown ash or oak is attractive in design and hardware is handsome. Storage chambers lined with galvanized steel, white enamel, or seamless porcelain and fitted with bright tinned wire shelves, removable waste pipe and inside trap. Prices moderate.

Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

Union Hardware & Metal Co.
Los Angeles

Butler & Brittain,
San Francisco

Monarch Refrigerator Works - - **Burlington, Vermont**

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

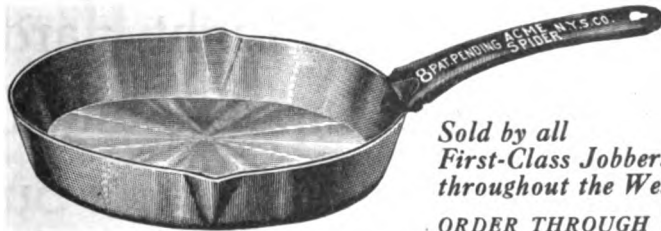
Cost no more than imitation or inferior articles

But they Build Up Your
Trade and Satisfy Your
Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.



*Examine
Samples of
This Ware
and prove it
for yourselves*



*Sold by all
First-Class Jobbers
throughout the West*

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Baker, Hamilton & Pacific Company

San Francisco, California

J O B B E R S

Farming Implements and Vehicles

Creamery and Dairy Supplies

Automobile Accessories

Sporting Goods and Cutlery

Iron, Steel, Brass and Copper

Household Goods

Paints, Oils and Brushes

Corbin Builders' Hardware

Mechanics' and Ship Tools

Heavy and Light Hardware

Electrical Supplies and Devices

Bicycles and Bicycle Sundries

Deep-Well Pumps, Spray Pumps
and Water Systems

HOUSE OF SERVICE



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

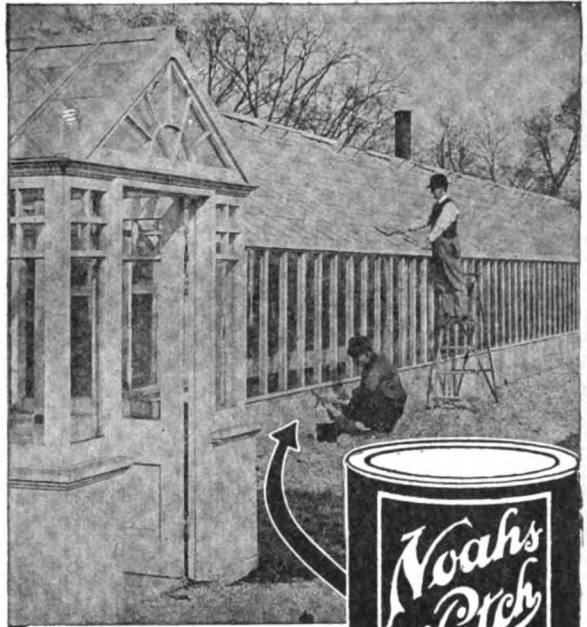
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



Indispensable About the Greenhouse

THE greenhouse owner ranks Noahs Pitch next in importance to glass. He uses it for glazing, for setting sills to prevent decay, for repairing cracked and broken glass. He uses it to stop leaks in foundations, tanks, pipes and chimneys.

Noahs Pitch
A PLASTIC
FIBROUS CEMENT

Noahs Pitch is of just as much importance to the average man as to the greenhouse owner. No man ever owned a roof without having a leak in it at one time or another. Noahs Pitch stops every leak quickly and permanently. Every hardware dealer should sell Noahs Pitch. There is a steady demand for it the year round. A trial sells it so thoroughly the purchaser always keeps a can on hand.

Try it yourself. Let us send you a generous sample

THE PHILIP CAREY CO.
232 Wayne Ave., Lockland, Cincinnati



FRANK A. BARE
President

O. E. BARE
Vice President

Hardware Merchants and Hardware Clerks

We Invite You to See Our Exhibit

At the

Mountain States Hardware and Implement Association Convention

Brown Palace Hotel, Denver Col.

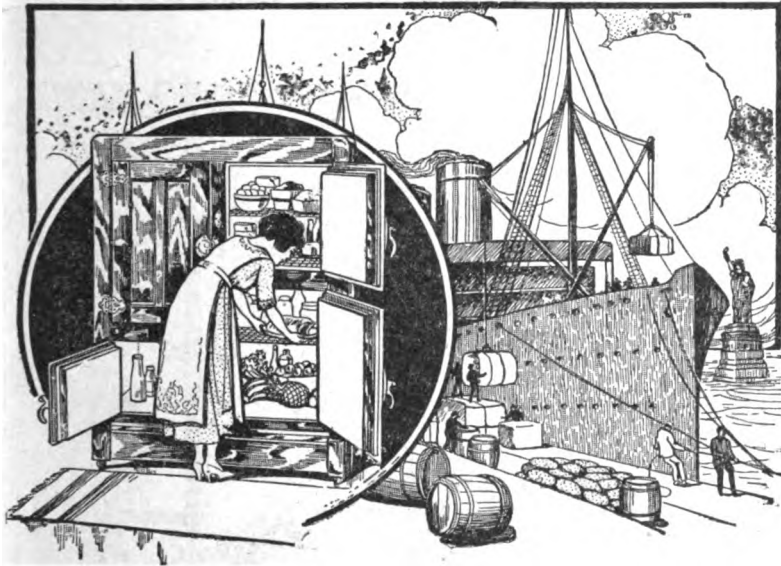
January 21, 22, 23, 1919

**MAKE OUR OFFICES YOUR HEADQUARTERS
AVAIL YOURSELVES OF THE SERVICES OF OUR OFFICE FORCE**

**We ask you to invite your friends who may be attending the Western
Stock Show Association Convention to visit our Exhibit with you**

The Tritch Hardware Company
Jobbers

DENVER - COLORADO



America Must Feed the Famished Nations of Europe

Alaska Refrigerators are in use in more than a million American homes — helping thrifty housewives to save food and thus do their bit in helping our nation to feed the hungry peoples in war-ridden countries overseas.

ALASKA

REFRIGERATORS

Alaska quality is backed by 43 years of specialization.

Our 1919 line represents the very pick of our most popular sellers — having been reduced in styles and sizes to conform with Federal rulings prior to the signing of the armistice.

We are prepared to give our customers expert teamwork in their sales-efforts. Send for our 1919 catalogue, prices and outline of our up-to-the-minute sales-helps.

The Alaska Refrigerator Company

Muskegon, Michigan

Mangrum & Otter, Inc., San Francisco, Cal.

Hoffman Hardware Co., Los Angeles, Cal.



Are You Prepared?

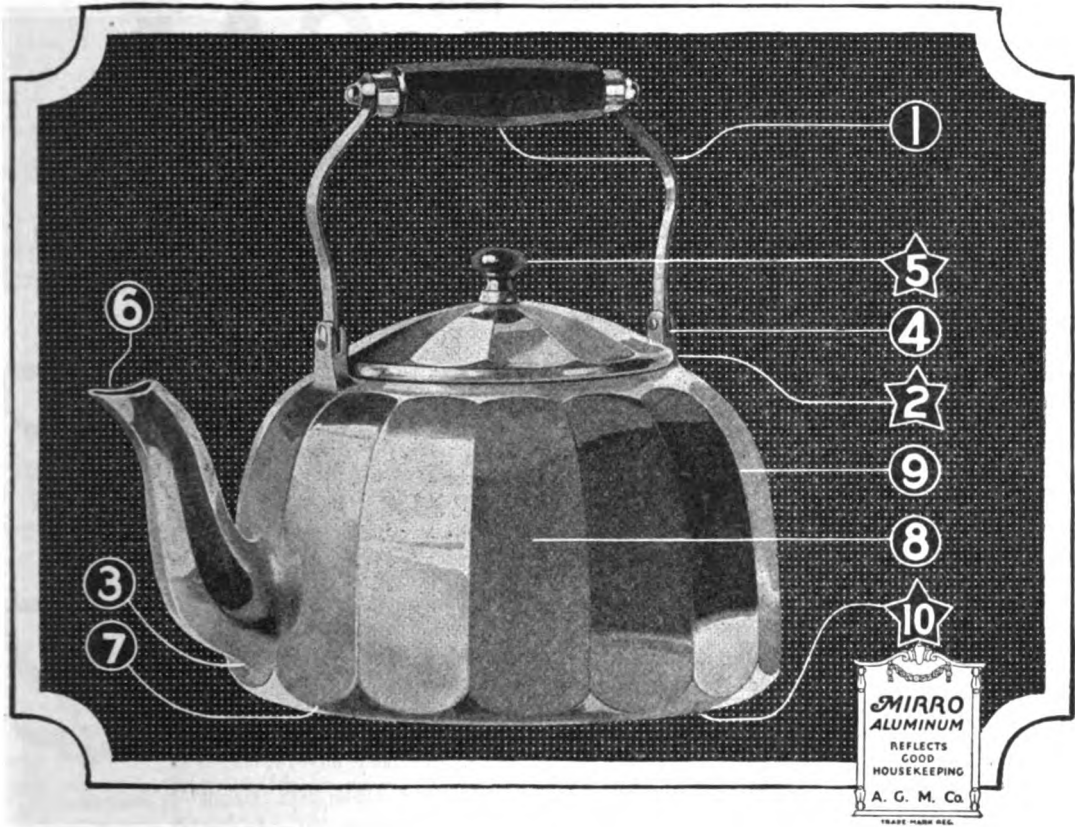
In many lines manufacturers whose plants were largely or wholly occupied with war work continued, during the war, to advertise their regular lines in order to keep good will alive for their products.

Now that the war is over, the retailer should make the most of new conditions. Let us help you do this by sending you window cards—including the one reproduced above.

Silverware sales are going to be large at no distant day, as "the boys" return and life becomes more normal. Are you prepared?

INTERNATIONAL SILVER COMPANY
MERIDEN, CONN.

1847 ROGERS BROS.
SILVERWARE



Another Mirro Year

In the summer of 1917, Mirro Aluminum, the result of a quarter century's aluminum experience was offered to the world.

Never before was an aluminum success so immediate or so complete. To date, sales have been truly phenomenal, aided by masterly advertising in national publications reaching millions month by month.

With the termination of the war, and with the release of materials for other than war purposes, Mirro production will soon return to normal.

Mirro advertising will be continued in the foremost women's publications.

Already the reflection of a great Mirro success as marked as that for 1918 is seen for 1919—and that means a success for every Mirro dealer, for Mirro is a dealer line through and through.

In other words, every Mirro sale means a dealer sale and a dealer profit. To be a Mirro dealer is to have the greatest selling co-operation in the world. If you are already a Mirro dealer you know that to be so.

If you are not handling this famous line, a line whose success has been nothing short of marvelous, write today for dealer catalog and interesting sales plan.

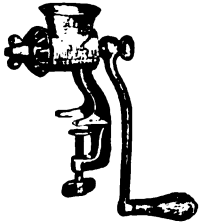
Aluminum Goods Manufacturing Company, Manitowoc, Wis., U.S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM

Reflects
Good Housekeeping

UNIVERSAL

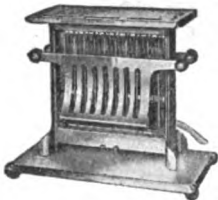
Home Needs for the New Year



Universal Food Chopper



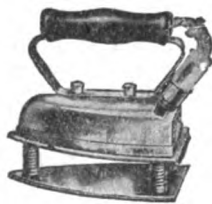
Universal Electric Grill



Universal Electric Toaster



Universal Vacuum Lunch Box



Universal Electric Iron



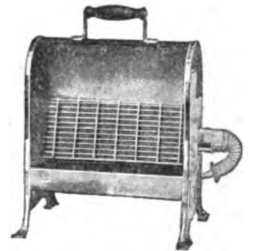
Universal Bread Maker



Universal Coffee Percolator



Universal Electric Coffee Percolator



Universal Electric Radiator



Universal Electric Heating Pad

Now that the great World War is over and Victory is won, our thoughts turn to a great commercial reconstruction period.

Prepare yourself now, Mr. Dealer, by starting the New Year with a complete line of UNIVERSAL Products—Bread Makers, Food Choppers, Percolators, Electrical Appliances, Vacuum Bottles and Cutlery.

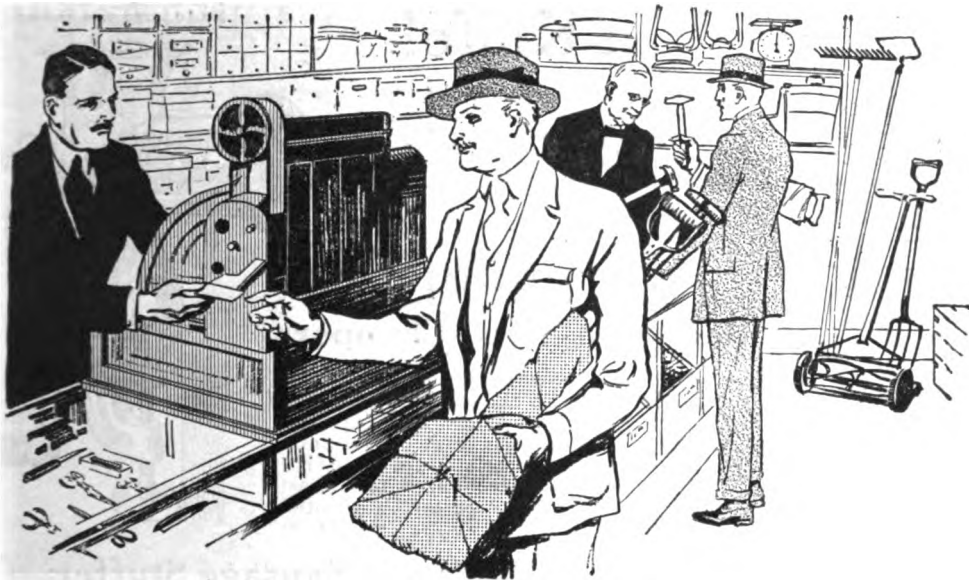
World Peace will create a demand for UNIVERSAL Home Needs which have character, prestige, reputation. They are widely advertised and sought by people who have faith in every article that bears the UNIVERSAL Trade-mark. They know that UNIVERSAL stands for quality—real quality that is as sound as the money they pay for the goods.

Let our advertising in the national publications be at once recognized by the people of your community as your advertising.

Let your store be headquarters for the UNIVERSAL products.

UNIVERSAL

LANDERS • FRARY & CLARK
• NEW-BRITAIN • CONNECTICUT •



Cash registers will help you meet the wartime shortage of labor

National Cash Registers increase each clerk's sales because they enable him to wait on customers more quickly.

They release clerical workers for selling because they automatically and mechanically record complete details of every transaction.

They enable you to break in new

clerks quickly because they simplify the details of selling.

They eliminate cashiers and wrappers because the clerks do their own wrapping and make their own change.

They reduce deliveries because customers are willing to carry their own parcels when they are wrapped and handed to them at once.

A National Cash Register is one of the most important of all labor saving devices

Fill out this coupon and mail it today.

.....
Department No. 13703

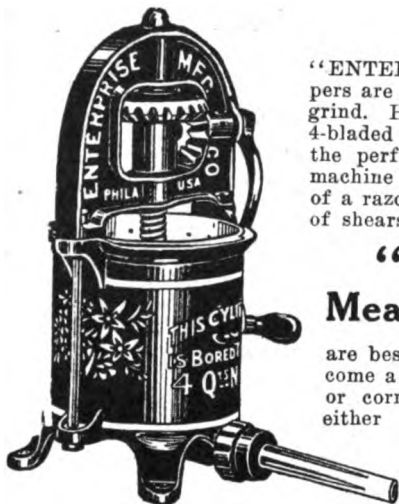
The National Cash Register Company,
Dayton, Ohio.

Please give me full particulars about
an N. C. R. System for my business.

Name _____

Address _____

"ENTERPRISE"
Sausage Stuffer and
Lard Press
4-qt., Jap'n'd \$11.00
6-qt. Jap'n'd \$12.50



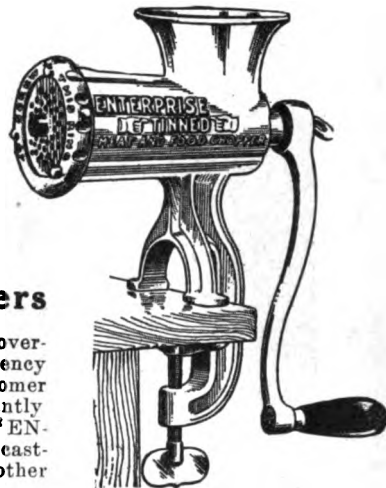
Built Around a Knife!

"ENTERPRISE" Meat-and-Food Choppers are built to chop; not to crush and grind. Hence the idea of designing the 4-bladed steel knife to revolve against the perforated steel cutting plate. A machine that cuts with the smoothness of a razor; with the certainty of a pair of shears.

"ENTERPRISE" Meat-and-Food Choppers

are best to sell because you never need overcome a doubt of "ENTERPRISE" efficiency or correctness of principle. Your customer either already knows or can be instantly shown the superiority of the "ENTERPRISE" steel knives to the cast-iron grinding "cutters" of other choppers.

"ENTERPRISE"
Meat-and-Food
Chopper
No. 5, family size, \$3
No. 10, large size, \$4.75



"ENTERPRISE" Lard Press and Sausage Stuffer

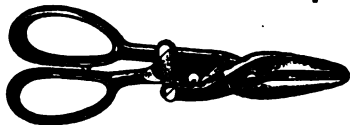
Saves Both Lard and Labor When Both Are Worth More Than Ever Before.

"ENTERPRISE" literature furnished any dealer on request

THE ENTERPRISE MFG. CO. OF PA.

PHILADELPHIA, U. S. A.

BARTLETT Compound Lever



SNIPS and
PRUNING
TOOLS

The Compound Lever gives an even cutting. The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave. Detroit, Mich.

Best Business Guarantee



Write for
Proposition
Prices, Etc.

Each item that offers 100% service guarantees the customer maximum satisfaction and steady profits to the dealer. To this active productive class belongs the powerful

SAMSON PUNCH

To workers in sheet metal, furnace piping, roofing, leather, paper, fabrics, etc., the Samson offers definite assurance of maximum service and satisfaction.

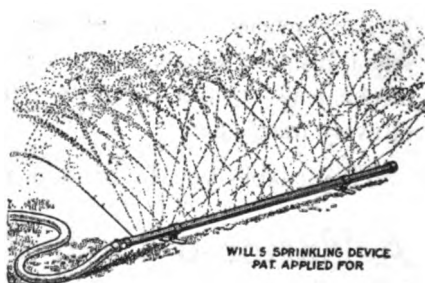
Samson capacity — sheet iron and soft steel up to 20 gauge; paper, cloth, leather up to 1/4". Tool takes 7 interchangeable punches and dies — sizes from 1/16" to 1/4" diameters. Drop

forged steel, nickel plated. Made to last.

Sold on Every Continent on the Globe
MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



WILL'S SPRINKLING DEVICE
PAT. APPLIED FOR

"There's a Reason Why This Business
Increased 100 Per Cent in 1918"

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

WE TAKE GREAT PLEASURE IN ANNOUNCING

THE WINNERS

OF OUR WINDOW DISPLAY CONTEST

Full details of this contest were given in a four-page colored insert in the September number of the Hardware World

We regret exceedingly that space will not permit of our printing the names of all those who took part in the contest, but we do take this opportunity of thanking each and every one of you.

First Prize

A \$50 Liberty Bond

Awarded to
E. P. BOGCESS
Hardware, Paints & Tools
POMONA, CAL.

Second Prize

\$25 in War Savings Stamps

Awarded to
DRESSLER
HARDWARE CO.
Los Angeles, Cal.

Third Prize

\$10 in Thrift Stamps

Awarded to
AMERICAN
HARDWARE CO.
Long Beach, Cal.

The committee having in charge the awarding of the prizes had quite a task, and we believe they performed it well. Of course everybody could not get first prize. The window displays submitted show wonderful originality and good taste.

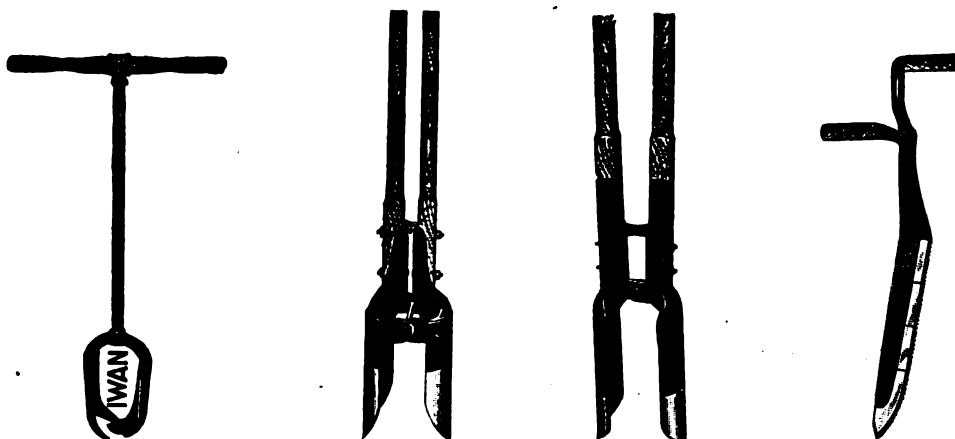
In addition to the three prizes mentioned, there will be paid \$5 in Thrift Stamps to each store that made a window display and sent photographs in accordance with the provisions of the contest.

PIONEER PAPER COMPANY

Manufacturing Pioneer Roofing and Building Felt

247-251 SOUTH LOS ANGELES STREET, LOS ANGELES, CALIFORNIA

4 OF OUR BEST SELLERS



IWAN

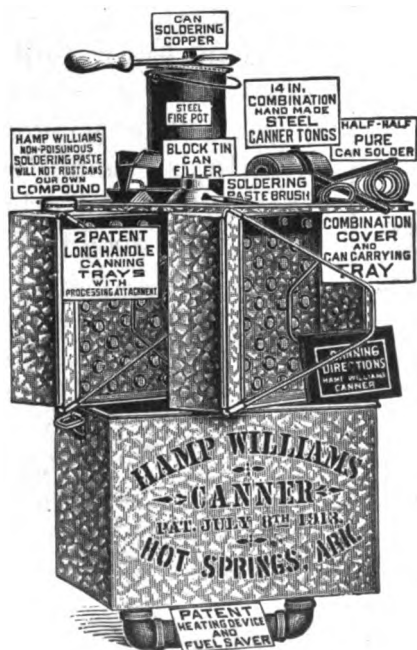
POST HOLE AUGER
HERCULES POST HOLE DIGGER
PERFECTION POST HOLE DIGGER
SICKLE EDGE HAY KNIFE

Stock these and you will have the same success. IWAN Augers are made in 3, 4, 5, 6, 7, 8, 9, 10, 12, 14 and 16-inch sizes. All can be furnished promptly.

OUR NEW CATALOG IS READY

PICKETT, our Chicago sales representative, writes: "This is by far the best catalog you have gotten out." We wonder what E. C. COFFIN, of Salt Lake City; OMER COX, of San Francisco, and W. W. CRANDALL, of Nashville, will say.

IWAN BROTHERS. Manufacturers of Hardware Specialties, SOUTH BEND, INDIANA



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers HOT SPRINGS, ARKANSAS



Hartford "H" Hartford "Cord"

Quality Tires

A TRIAL IS CONVICTION

Zenoil

For Motors

AUTO ACCESSORIES

Glauber Brass Goods

Complete Line of Compression Bibbs and Quick
Opening Bibbs and Cocks

PACIFIC SANITARY FIXTURES

QUAKER PIPELESS FURNACES

Water Supply Outfits—Royal Furnaces

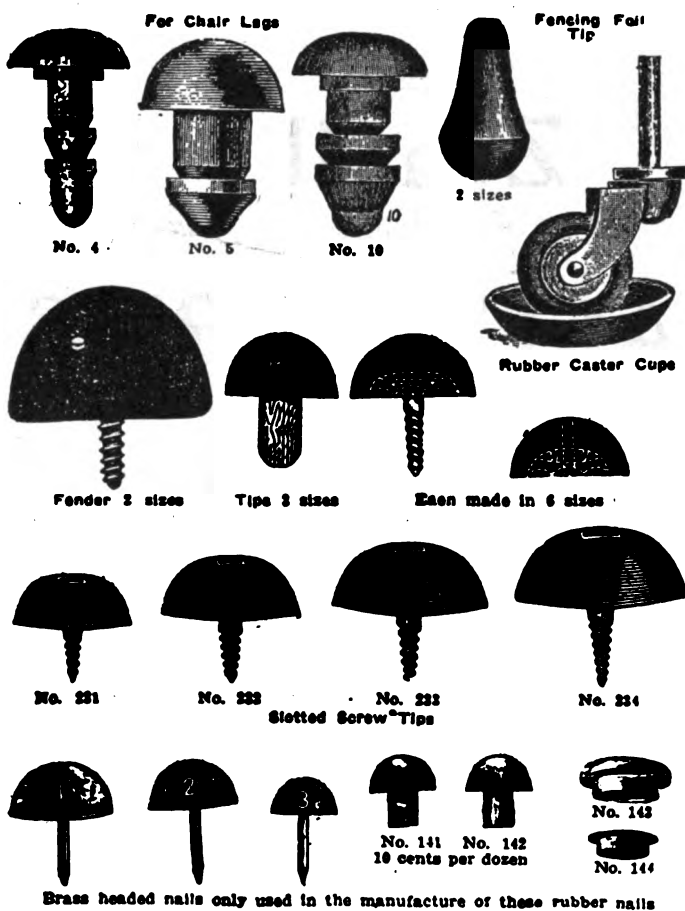
*Complete Stock of Plumbing
Fixtures and Fittings*

MARSHALL-WELLS COMPANY

PORTLAND, OREGON

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

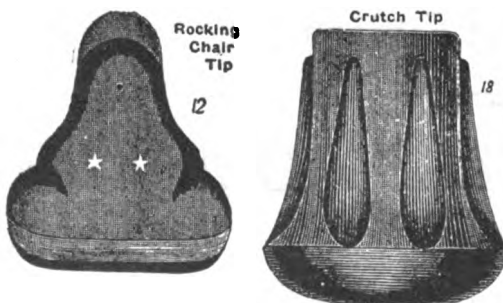


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue.
Boston, Mass., U.S.A.



Here's one of the full page

Kyanize KY-AN-IZE Messages

To Saturday Evening Post
Readers

2,000,000 STRONG

National Advertising on a Big Scale Backs the Exclusive *Kyanize* Dealer

The live dealers of the Kyanize organization will this year find a more extensive National Advertising Campaign than ever before.

All the widely circulated and most popular magazines will this year tell their readers in **big space** the interesting story of

Kyanize KY-AN-IZE Products

The Varnishes and Enamels of Permanent Beauty

Cash in on this campaign of publicity, if you are now a Kyanize Exclusive Agent; if you're not and there is none in your town, write for particulars of the Kyanize plan today.

LIVE DEALERS

Let us furnish details of our way of doing business, then you'll know why many Kyanize Agents have doubled and tripled their varnish and enamel sales. Write today—if there's no agent in your town.

Boston Varnish Company KY-AN-IZE

Chicago
Warehouse and Office
519 W. Twelfth St.

Everett Station, Boston, U. S. A.

San Francisco
Warehouse and Office
269 Eighth Street



Get Into Step With Prosperity— The Miller Plan Will Tell You How

Mr. Hardware Dealer, claim your share of the big tire business that is following restoration of peace!

Your chance comes in the growing popularity of Miller Uniform Tires—popularity based on service.

Color Pages in the national magazines, Newspaper Campaigns, Direct Mail Advertising, Dealers' "Helps" (that positively help)—all of these are placing the Miller message of uniformity before larger audiences than ever.

In 1918 a host of motorists became users of Miller Uniform Tires. Production plans are complete for supplying additional hosts in 1919.

The public knows that the basis of economy lies in getting value received for its purchase price. The public appreciates Miller Tires because they symbolize true economy by outrunning standard guarantees. See their road-clinching, power-saving tread.

Miller Uniform Tires, "Geared-to-the-Road," are built on standards that the public has the utmost confidence in.

Write now for the Miller plan.

The Miller Rubber Company

Dept. A-92, Akron, Ohio

*Makers of Miller Red and Gray Inner Tubes
the Team-mates of Uniform Tires*



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the **HARDWARE WORLD**. All Rights Reserved)

Volume XIV

JANUARY :: 1919

Number 1

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

853370
INDEX OF CONTENTS

	Page
"Reconstruction" or "Readjustment".....	76
Federal Trade Commission Asks for Law on Resale Price Control.....	78
Is Your Motto "Let George Do It?".....	79
Beware of Government Ownership.....	82
What Policy Should Merchants Pursue?.....	84-95
Auto Accessories	96-126
Featuring Auto Accessories.....	108
If Tires Could Only Talk.....	112
Business Opportunities	133
Outlook for the New Year.....	134
Ten Commandments of Salesmanship.....	140
Carry On	144
When Not to Give a Bad Opinion on a Former Employee.....	147
The Customer Is Boss.....	150
Deposit on Goods Equivalent to Contract.....	151
Retail Selling Prices.....	153-169

"Reconstruction" or "Readjustment"

THERE is increasing talk in certain political and Socialistic circles in the United States as to the importance and necessity of "reconstruction" in this country.

Politicians seeking to perpetuate themselves in office, designing agitators, who seize upon any phrase or word likely to appeal to the public, are glibly using such expressions on every possible occasion.

We confess we do not like the word "reconstruction" as applied to the situation in this country, for "reconstruction" naturally implies there must first have been "destruction" or "devastation."

It is true that some of these same elements who are enthusiastically using the word "reconstruction" would undoubtedly like to see the destruction or the overturning of many of our institutions and industries, in fact of the Constitution itself.

Many are of the class that believe in "direct action," that the "end justifies the means," and stop short at nothing to further their ends.

When criminals are convicted of murder or lesser crimes, by creating "public sentiment" and sympathy for the convicted, these same elements are of those who demand the setting aside of such verdicts. They make "martyrs" out of criminals. They have no respect or regard for law and order unless such law distinctly favors them.

They are opposed to "injunctions" unless "injunctions" act in their favor. And yet such "reconstructionists" are not found wholly among those who profess their allegiance to Socialistic and I. W. W. organizations.

We are sorry to say, if we are to judge by their words and acts, there are those in high official positions who are using the prestige of their name and office to urge "reconstruction."

These men are not ignorant; they are capable of discerning the difference in the meaning of words, but they knowingly lend themselves to the encouragement of such movements.

"Reconstruction" is a necessity in France and Belgium, for they have been devastated.

"Reconstruction" is necessary in Russia for a similar reason. Many of the same class who are urging "reconstruction" in this country would not hesitate to obtain the same situation here if they possibly could.

"Readjustment" in many lines may be necessary. In fact "readjustment" is continually taking place in the progress, development and evolution of business and social conditions. It is the spirit of the day. It is right and proper that as we continue to advance in these lines our ideas and actions should conform through "readjustment."

"Readjustment" we approve of, but "reconstruction," when intended to imply a condition which would make such necessary, we thoroughly condemn.

European Countries No Model

Bolsheviki, Anarchists, I. W. W., Socialists, Pro-Germans often hold up to us what is being done in European countries.

It doesn't take an unusually well informed man to know that the conditions of all our citizens are far better than those prevailing in European countries.

The American Government under its present Constitution is the oldest in the world. The founders of this republic, with that far-seeing vision which in the recent years has appeared to be lacking, builded better than they knew.

Our Constitution has endured for over 130 years. America has become one of the most progressive and prosperous nations in the world by reason of our system of government, no less than by encouraging her citizens to initiate and develop her industries and resources.

Under its present form, England's government dates from 1801, Germany's government from 1870, and France and Italy's governments are of more recent origin.

And yet we permit foreigners with Anarchistic and Bolsheviki intentions to come to this country and parade through our streets with the red flag at their head, who condemn all government, defy law and order, make their demands that they will cause bloodshed and destruction of life and property, they will hold up the industries of the country, and by reason of their political strength make demands of even the National Government itself that should not be tolerated.

It is important that every business man should help form a healthy and proper sentiment in his community.

A large percentage of the daily press apparently lacks the moral courage to take a stand for the enforcement of law and order. They devote pages of publicity to the propaganda of criminals and their organizations, whereas an article or address by a law abiding citizen, urging enforcement of law, even though he be the ex-President himself, is dismissed with a short paragraph.

Business men have a duty to perform, and should give thought to these revolutionary elements who would make of the United States a second Russia. Each must have the courage to stand firmly for the truth and right.

Readjustment is all right, but "reconstruction," never!

A lot of hard problems solve themselves if let alone.

WOULD YOU BE DIFFERENT?

If you want to be different from the common run of people, about all you have to do is to save some money.

According to figures which the Government has published, sixty-five people out of every 100 who dies in America, leave not a penny behind them. Out of the thirty-five that are left, twenty-five manage to get together \$1300 during their lifetime, but die with less than that.

Only nine people out of a hundred leave an estate or property worth more than \$5000 when they die. Ninety-eight per cent of the people live from hand to mouth, and only two per cent may be called well-off in this world's goods. Ninety-seven out of every hundred who live to be sixty-five have to depend on relatives, or friends, or charity for support.

If you want to be different from the common run, save some money every month, accumulate a small fortune by the time you are ready to quit work, and get yourself in such financial condition that you won't become a dependent upon somebody, or some society by the time you are sixty-five.

PRICE-CUTTING MEANS "GETTING SCARED"

Price-cutting does not at all mean "meeting competition." It simply means "getting scared."

You know better than your customer whether your product is rightly priced. You ought also to know why similar or substitute products are lower priced. Make the difference clear in your own mind and you can make it clear to your patrons.

If your competitor is selling exactly the same thing that you are selling, at a lower cost, he is losing money and is driving straight for the rocks. Don't cut your own throat for the sake of keeping him company.

THOUGHT MUST RULE YOUR ACTIONS

Thinking leads man to knowledge. He may see and hear, and read and learn whatever he pleases, and as much as he pleases; he will never know anything of it, except that which he has thought over, that which by thinking he has made the property of his own mind. Is it then saying too much if I say that man, by thinking only, becomes truly man? Take away thought from man's life, and what remains?

Your window is your store's face. A clean-shaven, well-kept face appeals—so with a window. An unclean window—dirty, untrimmed—will drive business away.

IT'S UP TO YOU, MR. EMPLOYEE

Success is not so much dependent on your talents as on how you use them. Brilliant men are often failures. There is no royal road to success. Hard work is required, and plenty of it. In the final analysis you are judged, not by what you say or appear to be, but what you do.

Study yourself. Find out by close personal analysis your failings, and then work to overcome them. There is always room for improvement. While no one in this world reaches perfection, still, the more nearly you come to it, the greater is your value. Self-satisfaction is the foe of progress.

Knowledge is power. To know more you must study—not alone the work of others as found in books, but your own work and those about you. Business methods today are not the same as those of yesterday, and tomorrow they will not be the same as today. Competition and service make progress necessary, you must improve or fall behind.

Don't be content to do only the particular job assigned to you. Study how you can do that job better, easier and quicker, that you may tomorrow do more than you have done today—that your services tomorrow will be worth more to your employers than they were today.

The more you know the more you can do. The wider your knowledge, the better fitted you are for advancement. You should, therefore, do not alone the tasks of today but prepare yourself for those of tomorrow.

Every institution wants men at the top and wants those men to come from their own force. Do you want to be one of those men? If you do, work for success where you are and prepare yourself for where you hope to be.

THINK WELL OF YOURSELF

Think well of yourself. Be good to yourself. You are very important to you. In you are all the elements of a successful man. You have within you the latent force that will lift you successward.

Don't pity yourself. Don't lessen your own value in your own eyes. Have confidence in yourself. Believe in your own ability to do big things. Only by having faith in yourself can you compel others to have faith in you.

Treat yourself as a man of worth. Demand much of yourself. Be your own hardest taskmaster. Be determined to better the work you are doing.

Show how you can produce more at less cost of mental and physical energy. Prove that you can sell more of your product at a profit. Think big thoughts and back them up with big deeds. You can when you will. You will.

FEDERAL TRADE COMMISSION ASKS CONGRESS TO ENACT LAW ON RESALE PRICE CONTROL

The Federal Trade Commission, under paragraph (f), Section 6 of the Federal Trade Commission act, addresses the Congress by way of a special report designed to direct attention to the subject of control of resale prices by the manufacturers of a class of articles in interstate commerce.

The question is whether or not a manufacturer of standard articles identified either by trade-mark or trade practice, should be permitted to fix by contract, express or implied, the price at which the purchaser can resell them.

The question has been continuously before the Commission since its creation. It has been the subject of study, investigation and hearing and constantly recurs, in various forms, in complaints filed with the Commission by business concerns.

The Supreme Court has made it clear that, in the present state of the law, the maintenance of a resale price by the producer is a restraint of trade and is unlawful.

Such being the judgment of the Supreme Court, the Federal Trade Commission has enforced the law, even though it may have appeared to operate inequitably in some cases. In its enforcement of this rule the Commission has been mindful that the cutting of a recognized resale price on well-established and identified articles has been, at times, indulged in for unfair trade purposes. When so unfairly used, such price cutting is attempted to be cloaked as lawful competition and justified by the Supreme Court decisions.

Thus, both price maintenance and price cutting under certain conditions, are found to be unfair and business men are perplexed. It is with the desire that this perplexity may be terminated that the Commission addresses the Congress.

It is urged, and, the Commission believes, with reason, that it would be unwise to vest with the manufacturers of articles the right, without check or review, both to fix and to compel the maintenance of resale prices. It is true that business practice inclines producers to fix the lowest possible retail price in order to secure the greatest possible sale of their product, but in the complex commercial organism functioning between the production of an article and its final sale for actual consumption, both the wholesale and retail merchant are entitled to just compensation for useful service performed.

It is similarly urged that manufacturers should be protected in their good will created by years of fair dealing and of sustained quality of merchandise.

The consuming public does not enjoy benefits by unfair price cutting to compensate it for the injuries following demoralization caused by price cutting. This for the reason that, in the long run, unrestrained price cutting tends to impair, if not destroy, the production and distribution of articles desirable to the public.

There must be a common ground wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all. The search for such a ground has been a task of the Commission and results in the following conclusions:

(1) That producers of identified goods should be protected in their intangible property right or good-will.

(2) That the unlimited power both to fix and to enforce and maintain a resale price may not be made lawful with safety.

(3) That unrestrained price cutting is not in the public interest.

Bills now pending before the Congress may well be made to meet the difficulties of the situation if amended to provide for a review of the terms of resale contracts and a revision of resale prices, by a disinterested agency.

Therefore, it is recommended that it be provided by law that if the manufacturer of an article produced and sold under competitive conditions, desires to fix and maintain resale prices, he shall file with an agency designated by the Congress a description of such article, the contract of sale and the price schedule which he proposes to maintain, and that the agency designated by the Congress be charged with the duty, either upon its own initiative or upon complaint of any dealer or consumer or other party in interest, to review the terms of such contract and to revise such prices and that any data and information needful for a determination be made available to such agency.

Such legislation would seem to be in accord with the spirit of the times in that it is designed, by removing this perplexity, to promote the efficiency of manufacturing and commercial institutions and so to serve the interest of the consuming public.

DISAPPOINTED

The lady of good family was showing her ancestral home to her small son. She pointed with special pride to a bust of her father.

"That, Bobbie," she said, "is your grandfather."

Bobbie looked surprised.

"Is that all there was of him?" he asked.

CAN'T AFFORD TO BE WITHOUT IT.

Anyone in the hardware business can't afford to be without the "Hardware World," which is the most meritorious publication I ever saw.

W. J. DEAN.

Is Your Motto "Let George Do It?"

(By An Ex-Secretary)

ARE you a member in good standing of your association, or a member by reason of a lack of nerve on the part of the secretary, who hesitates to cut you off the list for non-payment of dues, or just a non-member who believes in letting George do it? All retail dealers naturally fall into one of the following classes. To which do you belong?

Class 1—The Elect. This class is made up of those members who not only pay their dues promptly, but are willing at all times to devote their talent, their time and their energy to the betterment of the conditions surrounding the trade in general, and to the advancement of the interests of the association. Their names, like that of Abou Ben Adhem, shall lead all the rest, for they have attested their love for their fellow men.

Class 2—Members-in-Ordinary. Made up of that large class of members who pay their dues promptly, but who, from an innate sense of modesty, quite often entirely unwarranted, feel that someone else is better qualified to take the leadership in association activities; an invaluable aid when the plans are made and the campaign is on.

Class 3—Members-by-Courtesy. Consists of those members who are chronically delinquent in their dues, who are content to drag along with their single-tree scraping the wheel. If you belong to this class, and are letting the rest of the family do their share and your own also—come out of it. Send in a check for your delinquent dues today, and get right with your neighbors.

Class 4—Members-in-Prospect. Consists of those dealers who are not identified with the association. If you are listed in this class it must be for one of the following reasons: Either you have never been invited—in which case the oversight should be apologized for and you should be given a very cordial and earnest invitation to "jine"—or you do not believe in organizations and their value, or (perish the thought) because you think that you can secure all the advantages of the association without assisting "George" to bear the burdens.

The association works for every retailer, whether he is a member or not, because what benefits you benefits all. If it were possible to secure these benefits for ourselves without sharing them with the non-member we should probably do so, for we don't love the non-member any better than he loves us; in fact, it is a case of 50-50 in this respect, with the advantage with the N-M, for while we are obliged to share the result of our labors with him, he is free to choose whether he will join us and bear his

full share of the burden, or whether he will continue to let "George" bear it alone.

If you are in Class 4, let us call your attention to a few of the advantages which you are now enjoying because of the self-sacrificing spirit of the Georges of the trade. George has made it possible for you to secure insurance for little more than half the rates prevailing before the inauguration of mutual insurance; George has kept a bullet-proof mechanic's lien law upon the statute books of our state. He has made it possible for you to get together with your fellow dealers once a year, enjoy the hospitality of the manufacturers, the jobbers and their salesmen, listen to splendid talks by men of ability in their lines, giving you new and valuable ideas which may be adapted to your individual needs, and swap experiences with your neighbor, and learn at first hand that he is a pretty decent fellow, after all.

You attend these conventions year after year, don't you, and enjoy the entertainment offered, and delight in meeting these friends and neighbors upon these occasions, and perhaps you bring the good wife and the children to enjoy with you the two or three days of relaxation and pleasure.

The association invites you to these annual events; we are glad to have you with us, but honestly, we had a sneaking hope that after letting George pay the score year after year, that you would at last wake up to the fact that somebody was footing the bills, and would ask in an off-hand kind of a way what your share was, and that you would ever thereafter be one of the "bunch," and not feel that you were imposing upon George.

Wouldn't the food taste better, the music sound sweeter, and the social intercourse be closer and more enjoyable if you could say "I belong." Try it.

SPEAKING OF RESULTS

Teacher—"State the difference between 'results' and 'consequences.'"

Bright-eyed little miss—"Results are what you expect, and consequences are what you get."

.....
 SURE TO MAKE BETTER MERCHANTS
 AND SALESMEN
 The HARDWARE WORLD is a great help to
 every merchant and salesman who reads it. It
 is bound to make him a better merchant, and a
 better employee.
 Idaho. POTLATCH MERCANTILE CO.

Your Boy: By Henry van Dyke

YOUR boy has fallen on the field of honor, a brave defender of righteousness, humanity and freedom. May a stranger, who is also a friend, venture into the sacred quiet of your sorrow to say a word of sympathy and comfort?

He was your baby, your own, flesh of your flesh, bone of your bone—a long time you carried him under your heart. But all the while you wanted him to be a man, true and fearless. He was. He heard his country's call. He counted not his own life dear, but offered it gladly to defend the world from the menace of Prussian paganism.

Weep for him, yes, but do not forget to be proud of him, and to rejoice in him. No possible ending of his earthly life could have been more glorious, more rewarding for all that you have done for him, than this. He went forth, an American boy—your boy—to fight for the liberty and the peace of the world. You made him and you sent him. It is your right and duty to be proud of him.

Do not be anxious about his lot in the unseen world. Leave that to the Righteous God who is the Father of us all, and to Christ, who said: "He that loseth his life for my sake shall find it." Self-sacrifice is the key to heaven.

You will never forget your boy. Do not think of him as dead, but as living—living! Be sure that he will look down from fields of eternal peace upon that victory over the German war lords which is surely coming, and which he helped to win. Be sure that you will see him again in a better world—

"Where loyal hearts and true
Stand ever in the light,
All rapture through and through,
In God's most holy sight."

It does not take very much to make people glad—the people with whom we come in contact. A pleasant word, a kindly inquiry, a proffered service, a thoughtful act, all go to establish confidence and friendly feeling. Confidence and friendly feeling are a mighty good basis for satisfactory business relationships.

WOULDN'T STOP EVEN IF HE SHOULD QUIT BUSINESS

I would not be without the **HARDWARE WORLD** for many times the cost even were I to retire from the business. I would continue my subscription just for the good reading and helpful articles it contains aside from that pertaining to the hardware business.

F. H. TURNER.

THE SOLDIER ON CRUTCHES AND YOU
He came down the stairs of the laughter-filled grill

Where patriots were eating and drinking their fill,

The tap of his crutch on the marble of white
Caught my ear as I sat all alone there that night.
I turned—and a soldier my eyes fell upon,
He had fought for his country, and one leg was gone!

As he entered a silence fell over the place;
Every eye in the room was turned up to his face;

His head was up high and his eyes seemed aflame

With a wonderful light, and he laughed as he came.

He was young—not yet thirty yet never he made

One sign of regret for the price he had paid.

One moment before this young soldier came in
I had caught bits of speech in the clatter and din

From the fine men about me in life's dress parade

Who were boasting the cash sacrifices they'd made,

And I thought of my paltry service with pride.
When I turned and that hero of battle I spied.

I shall never forget the hot flashes of shame
That rushed to my cheeks as that young fellow came.

He was cheerful and smiling and clear-eyed and fine,

And out of his face a white light seemed to shine.

And I thought as he passed me on crutches:
"How small

Are the gifts that I make if I don't give my all."

Some day in the future in many a place
More soldiers just like him we'll all have to face;

We must sit with them, talk with them, laugh with them, too,

With the signs of their service forever in view;
And this was my thought as I looked at him then,

Oh God! make me worthy to stand with such men.

EDGAR A. GUEST.

"Excuses of all kinds for things done or left undone are simply an element of weakness of character—an effort to justify one's own life at the expense of something or somebody else."

DO NOT ABUSE YOUR AUTHORITY

Authority is like dynamite. It should be handled with care and respect. A small mind should be given small authority. Kick a good dog and he'll soon bite. Abuse a good man and he'll quit.

Hysterics do not become an executive. A calm disposition inspires respect. If you're in bad humor cuss yourself. Anger is the weakness of a fool. Self-control is an advertisement of intelligence. Bluster is a transparent idiocy.

When you glory in your authority, others despise you. An idiot can abuse authority. A wise man finds it difficult to use. If a subordinate bows to improperly used authority, remember his wife may be sick, or he may need the money. He may respect your authority and at the same time despise you.

Use criticism sparingly. Otherwise the subordinate may feel that's all you have. If you can't control yourself you can't control men. Temper is the sign of a disordered mind. Egotism is a light form of insanity.

Don't let authority swell thy head. The best of us are only ordinary creatures. If the other man's mind were a mirror, it would reflect things that would peeve you. Most successful men achieved success with the help of others.

Be courteous, even though it strains you. Discourtesy is a habit of the ignoramus. Remember all men are born equal. It may be that you're merely lucky. You may be giving a better man instructions. If you'd use your mind more and your voice less, you'd go farther.

Be natural. Don't fake a mannerism. A real executive pals with modesty. All your importance may be self-importance. Conceit blinds you to your own faults. Remember that you have all the frailties of ordinary humans.

NEWS ABOUT YOUR OWN BUSINESS OR LOCALITY.

We gladly welcome such news items and ask you to send them.

It is impossible for the editors to always obtain news data about every section and hence we ask our readers to send us news items with reference to their own business or section.

It is the policy of the "HARDWARE WORLD" to be impartial in its news data, and notwithstanding our efficient organization and news service, some items will be overlooked.

We ask the co-operation of each subscriber so that this may not occur in their locality.

They Lie in France Where Lilies Bloom

They lie in France
Where lilies bloom;
Those flowers pale
That guard each tomb
Are saintly souls
That smiling stand
Close by them in
That martyred land,

And mutely there the long night shadows creep
From quiet hills to mourn for them who sleep,
While o'er them through the dusk go silently
The grieving clouds that slowly drift to sea,
And lately round them moaned the Winter wind
Whose voice, lamenting, sounds so coldly kind,
Yet in their faith those waiting hearts abide
The time when turns forever that false tide.

In France they lie
Where lilies bloom,
Those flowers fair
For them made room.
Not vainly placed
The crosses stand
Within that brave
And stricken land;
Their honor lives,
Their love endures,
Their noble death
The right assures,

For they shall have their hearts' desire
They who, unflinching, braved the fire,
Across the fields their eyes at last shall see
Through clouds and mist the hosts of victory.

—Percival Allen.

THE SALESMAN OF TODAY

The salesman of today is not the same as he was some years ago.

He represents the highest type of manhood; in him is embodied all that is to be desired in a man.

His word is his bond and he is not only a credit to his firm but to the Nation.

As he flits from town to city he wields a moulding influence for good on all with whom he comes in contact.

By his integrity and straight dealing he creates a confidence which is strengthening and acts like a tonic.

His customers trust him and he would die sooner than betray that trust.

The firm that he represents can go to sleep and sleep soundly, convinced that their representative is doing his duty whether they are asleep or awake."

THE "WORLD" LIKE A PERSONAL LETTER.

I like the "Hardware World" better than any other trade paper that I have ever read. It is live and interesting. It seems almost like a personal letter to me each month, and no doubt it does to other hardware men in the West.

BLISS HARDWARE & SUPPLY CO.

"Beware of Government Ownership"

THESE were the parting words that were recently given by a hardware man from Australia as a message to American business men. Our Australian subscriber is a prominent factor in hardware circles in the southern continent and spoke from a thorough knowledge and experience of many years of its workings in Australia.

On a recent visit to America he expressed surprise that anyone having a knowledge of government ownership should look with the least degree of favor upon it.

Those generally found as advocates of government ownership are:

First—Those interested in securing votes of the employes of government institutions, who seek to perpetuate the power of themselves and the party in office.

Second—Dreamers and visionaries, men who have had no experience in business, such as college professors, the majority of whom are generally "long on theory and short on facts," men who have made a failure through lack of ability, or laziness, who believe they are "discriminated against" and who blame a "system" as responsible for their shortcomings.

Third—Socialists and Bolsheviki elements, whose principal "leaders" are generally found among union labor agitators, who see in government ownership innumerable easy jobs and soft snaps, men who have had no experience in business, who are generally against any form of enterprise or initiative unless it be wholly of Socialistic design.

We have but to look around us to see that almost every effort made by the Government to operate business has resulted in increased expense, innumerable and unnecessary delays, interminable red tape and, much as we dislike to use an overworked word, "inefficiency" generally, which develops an atmosphere that is wholly out of keeping with American institutions.

How It Works in Australia and Other Countries

One rarely sees improvement or inventions made in industries and enterprises that are government owned or operated in other countries. In fact, labor-saving devices, short cuts or methods of better operation are generally discredited because they effect a saving in time and labor.

Socialistic advocates of government ownership would not for one moment stand for any lessening in the number of jobs or positions.

Industries that are privately operated with success would require double or treble the number of employes were they operated as government-owned institutions.

Our Australian visitor cited the fact that when the present labor government of Australia

noted that any private enterprise was apparently a success, immediately means were taken to install similar government owned enterprises, so that government owned brick yards, dairies, etc., were operated by the Australian government.

Reason for America's Growth

The United States has attained its position as a world power through individual initiative and this initiative has been made possible by the rewards of industry, energy, foresight and ability. Since the beginning of our Government it has always been held that Governmental interferences should be as little as possible, and merely of a general regulatory character. The success of this plan has been undoubted, and in confirmation of it may be noted the fact that over-regulation, although a comparatively minor matter, has been productive of trouble rather than of success.

A man has some incentive to put forth his best efforts, both mentally and physically, if he feels there is a reward to be gained, if there is something definite to be attained.

But, think you, that with government ownership of business generally progress would be made in anything like the same degree?

The railway system of America is the admiration of the world. Nowhere else are to be found the conveniences and easy methods of travel and accommodation.

We have drifted rapidly from this idea of things in the past eighteen months and we see today Governmental control of railroads, of the telegraph and telephone lines, of the express companies, of the cables.

The average citizen believes that there was a certain necessity for this control during the war, but he was given to understand in explicit terms that it was only for the period of the war and would not be continued.

The situation today, however, is disturbing to the average citizen because there is a well defined attitude on the part of the administration to continue control and to bring about a situation which will insure such control and eventually ownership.

In the short time in which Governmental control has been exercised there has been waste and extravagance, and it is this very thing which has always precluded Government ownership. The people understand that the Government control of industry will mean excessive costs, and this has been demonstrated during the past few months.

The spoils of office which Government ownership offers and the control which could be exercised is too apparent to give it up.

These are questions upon which business

men are going to be called on to express an opinion.

In an endeavor to keep a receptive mind to any advantages that might result as to beneficial effects of Government ownership, if such there be where it has been tried, we will be glad to hear from any of our readers.

We do not believe the greatest need of the country can be accomplished by Governmental interference or by Socialistic experiments. This country will never prosper under Government ownership, but political conditions will be established which will make not merely for loss, but for political domination in which the people will be subservient to politicians and job holders. Indifference to the conditions which exist is the greatest incentive for continuing them.

The advocates of Government ownership are of a class that at once arouses suspicion—Socialists, Bolsheviks and those opposed to law and order, who have no regard for the constitution, or who say it has been outgrown, are generally unanimous for Government ownership.

But by no means do we imply that all who believe in Government ownership are of this class. Many are honestly and innocently misled, often through misplaced confidence in those supposed-to-be leaders.

Others believe any change must be for the better, but so were the people of Russia misled.

Study both sides of the question with an open mind and be prepared to give a "reason for the hope that is within you."

We are inclined to agree with our Australian friend that Government ownership is something the American people should beware of.

The greatest profit is where the profits are reinvested in a business—it becomes compound profit.

The highest degree of business success is only possible where home happiness and environment, out-of-business conditions make for contentment and the cultivation of worthy ambition.

Nearly every man has some business weakness—either there is a tendency to procrastination, to precipitate action or to over-cautiousness. The main thing is for him to recognize what his own weakness is, so that he can guard against it intelligently.

There is an old maxim which says, "He is happiest who hath power." That is only true if the power is used in the right way, and the power has been gained in the right way. Gain power through a reputation for reliability, good judgment, willingness to serve, and a broad patriotism. Use power for worth-while contributions of service. Then there will be no question as to happiness and prosperity.

ABE'S EPIGRAMS

"A miser grows rich by seeming poor."

And the extravagant man grows poor by seeming rich.

Strange as it may seem, there is a very narrow margin between vices and virtues, and it is not as easy as it would seem, to keep in the narrow highway between, without stepping over on to either side.

No one wants to be a miser or a spendthrift, yet it is very easy to lean one way or the other. Too little of anything is poverty; too much is extravagance. Concern regarding one's affairs is all right, but the minute you become over-anxious, you have stepped over into the field of worry; or if you are too easy going and optimistic, you will find yourself in the meadows of carelessness and self-indulgence.

The man who is too studious is a bookworm; if he is not studious enough, he is a back number. The individual who attends too closely to business never gets a broader vision of life and opportunity, because it is impossible to see clearly and afar off when one's nose is on the grindstone. The other fellow who wanders continually, becomes a rolling stone and gathers no moss. It isn't easy to maintain the happy medium. That's why so many people are not well-balanced or are actual failures.

Many a man is a miser without knowing it. He grows rich, perhaps in a worldly sense, by his savings and wise investments; but what good do his riches do if his health and comfort and friendship and home happiness are lacking? It is unfortunately true that many a man is not really acquainted with his own children, and the interests of the wife he married are almost unknown to him. What's the use?

To put up a "big front" with the idea of deceiving the public and appearing more opulent than facts warrant, is foolish. No more deceiving than the fool wearing the mask, "Keeping Up With Lizzie" is a mighty unsatisfactory game. Large expenditures made without good reason lead to disaster, but the graver danger lies in endless small expenditures.

It is utterly impossible for any business man to "guess" at what he should pay for advertising, rent, salaries, and overhead, and be sure that he has not been too miserly or too free somewhere. He must make a budget with suitable apportionments and stick to them. He must know how often he turns his stock over in a year, and whether he is marking his goods at a loss or profit. Many a man has fooled himself into bankruptcy figuring profits on cost price instead of on selling price.

Be true to yourself by keeping in the middle of the King's Highway, "And it must follow, as the night the day, thou canst not then be false to any man."

What Policy Should Merchants Pursue?

WITH the close of the war and the gradual return to what we hope will be normal conditions before long, the question that is uppermost in the minds of every merchant, both wholesale and retail, as well as all manufacturers, is, as to what should be the best policy to pursue.

Will there be a rapid decline in the prices of many commodities, or will it be gradual. Or, as was the case at the close of the Civil War, will there be an advance instead of a decline?

To what extent will the Government exercise or continue its control, or what co-operation may be expected from the Government?

What facilities will be extended, or what will be the attitude of the Government towards the development of organizations for the extension of their trade, both domestic and foreign?

The most our contributors can do is to express their viewpoint and recall other experiences or conditions that would perhaps serve as a guide, bearing in mind the fact that the stocks in the hands of both the wholesale and retail trade are known to be at a very low point.

The labor question is also an important factor in the return to normal conditions and pre-war prices.

That there will be a shortage in labor, and many activities, particularly in the line of shipbuilding, which will require a large number of employes, will have a material bearing. Then, too, many of the returning soldiers have been wounded, and it will require a number of months before they can return to their accustomed work.

The **HARDWARE WORLD** feels sure there is no question that concerns merchants with the opening of the New Year more than this, and it is glad of the opportunity of presenting to its readers the views of business men, who have been giving much thought to such questions recently.

EXPECT EXCEPTIONALLY GOOD BUSINESS

Editor **HARDWARE WORLD**:

In our judgment the retail merchant will serve his best interests by conservative buying; at the same time by keeping his stock fully assorted all the time.

The opportunity to sell goods by the retail merchant during the coming year, seems to us, is going to be exceptionally good, particularly in the case of such merchants as are located in farming communities. The chance to sell goods in the hardware line to the farming trade was never better and a merchant who will push this trade for 1919 should, in our opinion, be very successful.

Yours very truly,

HIBBARD, SPENCER, BARTLETT & CO,
J. J. Charles, Pres.

Notice the big successful dealers, merchants of today. They spend big money on their windows. Would they do it if it didn't pay? No, indeed. Why not profit, therefore, by their experience?

Nothing is more annoying than to have your wife's relatives borrow money from you, and then piously remark, "The Lord will provide."

BUY OFTEN, SELL ON BASIS OF PRESENT MARKET

Editor **HARDWARE WORLD**:

In our opinion, the retail merchant who follows out a conservative buying policy for the year 1919 will be the one who shows a profit at the end of the year. By conservative, we mean to buy for immediate needs and often, rather than to buy in large quantities, simply because some manufacturer or jobber offers an exceptional bargain for quantity purchases.

For the past year we have held to that opinion and can see no reason for changing our view at this time.

The selling policy should be to keep in close touch with markets and sell everything on the basis of ruling market prices, and as nearly on a cash basis as possible.

The future of the Inter-Mountain West looks exceptionally bright. Not having had any great amount of Government work or war work, we will not have the period of reconstruction to pass through that our friends in the extreme East and extreme West will have to undergo.

Yours truly,

THE SALT LAKE HARDWARE CO.,
H. A. Schweikhart, V.-P. and Gen. Mgr.

The best effort, physical and mental, is done on an empty stomach.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

NO MARKED DECLINE IN PRICES

Editor **HARDWARE WORLD**:

It seems to us some merchants, who are of a pessimistic turn, anticipate buying on a demoralized market, or, in other words, for several months expect to go through a period of business chaos, which will be a trying experience.

We do not believe that there ever was a more erroneous thought expressed, for while no doubt the market will seek a lower level, there is not a single indication which points to a marked decline.

In our opinion, this readjustment is going to be very gradual, and will undoubtedly be over a period of a great number of months.

There never was a time in the history of any nation when its individual citizen had more money than the American people of today. It will continue to be the inevitable rule of supply and demand, which controls the market.

As each merchant is conducting his business for a profit—as far as circumstances will permit, it is his duty to stock sufficient goods to supply his customers' demands.

We believe that during the next twelve to eighteen months, if he will buy supplies consistent with this demand, his losses will not be great through declining prices; although he will be forced to scrutinize his business closer than ever before, and be sure such purchases are consistent with his sales.

Then the activity of his business will undoubtedly take care of any loss, and he will naturally fare better than if he refrained from carrying a fair assortment of merchandise. Of course, he might sustain a loss on a part of it, therefore losing sight of the profit he makes on the active transactions.

Very respectfully yours,
MARSHALL-WELLS COMPANY,
E. C. Ward, Sales Mgr.

EXPECT GOODS WILL MOVE QUICKLY

Editor **HARDWARE WORLD**:

In our opinion, retail hardware merchants should purchase their Spring needs of staple hardware at the present time in order to secure delivery of goods to meet their requirements in the first few months of 1919. After the early part of 1919 we expect slowly falling markets and believe that hardware dealers should purchase frequently and in small quantities. We believe that the hardware trade will be good throughout the year 1919, that goods will move quickly and that hardware merchants will benefit by the more rapid turn-over of their stocks.

Yours truly,
HARPER & McINTIRE CO.,
C. S. Harper.
Ottumwa, Ia.

DON'T ALLOW STOCK TO RUN DOWN

Editor **HARDWARE WORLD**:

The business situation as we see it is very much complicated.

Out of the upheaval of war, however, there are some outstanding features which lead us to believe that for the next few months goods are going to be scarce and we can hardly expect any declines of consequence. There may be advances if the Government concludes to withdraw its support from the steel market.

Under the circumstances, retail merchants should not hesitate to anticipate their Winter and Spring requirements and under no circumstances should they allow their stock to run down on merchandise in constant demand. They should always have enough stock on hand to meet the requirements of their trade.

When the declines do come, we believe they will be gradual and extend over a considerable period of time.

If our conclusions are correct, there should be no hesitancy on the part of retail merchants in making purchases in sufficient volume to take care of the demands made upon them for the next six months. This includes futures. We also advocate the purchase of futures for next Fall's delivery on all lines where the jobber guarantees the price against a decline or advises the dealer that it is to his advantage to protect himself in view of market conditions.

On a slowly declining market great care should be taken not to sell goods too cheaply. In order to meet a concern which loses its head and resorts to "cut-throat" prices, buy good goods and stick to a fair price.

Yours very truly,
STREVELL-PATERSON HDW. CO.,
P. C. Gill, Secretary.

NO LIKELIHOOD OF ANY DECLINE

Editor **HARDWARE WORLD**:

From all of the information we can get it looks as though deliveries for the retail trade of 1919 will be very uncertain. We see no likelihood of any declines and we believe with the Government restrictions taken off of steel articles that we will see much higher prices. Conditions certainly do not warrant any cessation of business and we are looking forward to 1919 as being the biggest year in our history.

Jobbers and dealers' stocks are low all over our territory and the majority of the dealers seem inclined to buy their requirements from local jobbers, which has proven during the war to be the only policy.

With kindest regards, we beg to remain,

Yours very truly,
NASH HARDWARE COMPANY,
Ft. Worth, Texas. W. R. Duffey, Vice-Pres.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

SPLENDID SUMMARY BY CLEVELAND JOBBER

Editor **HARDWARE WORLD**:

The next two years the hardware trade should be very active for the wholesaler and retailer. With those dealers who are optimistic and do not lose their heads, or, as some call it, their "poise," and keep their stocks well assorted in the lines that are called for, business will be satisfactory.

We expect the demand for hardware in 1919 to be extremely active and we are planning for a larger business than we had in 1918. The reason we expect this is, the fact as we see it, the country is bare of goods dealt in largely by the hardware trade, for the reason that during the past two years, very little work in home building (we need 15,000 new houses in our city alone) has been done, school houses, public buildings of every description, and road and bridge building have been held up, awaiting the close of the war.

In the agricultural sections covering the territory over which we operate, namely, Ohio, Michigan, Indiana, Kentucky, the Virginias, New York State and Pennsylvania, the crops have been better than the five-year average, and the value in money is about 20 per cent greater than last year, therefore the merchants in this section should be extremely busy.

No Decline Expected for Next Six Months

As to prices, we do not look for a decline during the winter months, up to July, 1919, and possibly not during the entire year. Certain lines will be affected on account of the cessation of hostilities, but general trade should be very active.

Our advice to our own buyers, after the directors of our company laid out our policy for 1919, was as follows: Do not be afraid to keep your stocks up on salable sizes in every line of goods you buy, namely the 6, 8, 10 and 20d sizes. Just as long as there is a shortage and you are not able to accumulate a stock which would be a 60 or 90 days' supply, after you have ordered keep after the manufacturers and get the goods delivered.

We reaffirm this advice to our customers, the retail hardware merchants. On the other hand there must be a readjustment of prices sometime. Whether this will come in 1920 or not, we do not know.

With the hardware trade, pigiron and nails are barometers which we watch. Until the production can catch up with the consumption, we certainly do not look for lower prices on the bulk of our goods and, as we see it, it will be many years before prices will decline to anywhere near where they were in 1915 on these two commodities.

If our customers, the retailers, keep their stocks well assorted and have the goods that are called for, and reduce the odd sizes and kinds, we are sure they will be successful, even when the readjustment does come, by keeping their stocks in proper shape so they can be turned from three to five times a year.

So much for prices. As to wages, we do not see anything that will cause any change from the present high wages. This, however, is a very large question and we do not claim to be an authority, therefore we would prefer not to discuss it.

Rents, we think, will remain the same until such time as sufficient homes are built to supply the needs of our people, which we do not think can be accomplished in less than two years. Taxes, we think, will probably remain the same for several years to come. Transportation, as a matter of record has advanced 25 to 30 per cent, and we do not think that will be changed for some time, and we do not expect to see wages get back to where they were in 1915.

Under these conditions, with the great wealth of this country, we can see nothing unfavorable to business along these lines.

Trusting this may be helpful to your many readers, and answer your question, we remain,

Yours very truly,

THE GEO. WORTHINGTON CO.,

Cleveland, O.

Per W. D. Taylor, Pres.

USE CARE IN CREDITS

Editor **HARDWARE WORLD**:

There could be no fixed rule governing this, as each merchant must figure out his own conditions. However, as to buying, it seems to me that a "hand-to-mouth" policy should be followed. As to selling, we should sell for cash as far as possible, and where credits are extended, they should be to people of means, or on good security.

Owing to the uncertainty of the future it would seem very foolish to us to deal recklessly with credits. This is a bad policy at any time, but particularly so now, for the reason that the cost of all commodities is at high tide, and anyone planting a crop or erecting a building would do so at a high cost, while the returns would be uncertain, and might face a loss which would fall on the merchant in case the purchaser had not sufficient means behind him to cover the loss himself. Therefore, moral risks are extremely dangerous.

Don't Be Too Anxious for Business

From my experience, one of the hardest things for an energetic merchant to learn is that there is business he had better not have, and from now on, until conditions adjust themselves, there will be a great deal of business offered him that he had better not have, and he should not be blinded by the promised profits to the chance of losing the entire amount of the sale.

Districts will vary as to the danger, and, as stated above, each merchant must figure out his own policy, but there is no question but that many of the weaker ones will fall by the wayside in the readjustment.

Yours very truly,

RUSSELL HARDWARE COMPANY,

Fred C. Russell, Pres.

BELIEVE MERCHANTS SHOULD BUY ONLY AS NECESSARY

Editor **HARDWARE WORLD**:

There appears to be a good deal of uncertainty as to whether there will be any more advances, whether goods will remain stationary, or whether there will be declines. We are unable to gauge our buying at this time.

Our best judgment is, however, that on raw materials where very little labor enters into the product, prices will not decline but will remain stationary. On the manufactured materials, where there was a great deal of labor entering into the manufacture, and where the prices increased from 100 to 200 per cent, we look for declines.

It would, therefore, be our advice to the retail dealer to buy as he has been buying in the last year, that is, do not buy in large quantities, just buy enough goods to keep up his stock, until the market becomes stabilized.

Yours truly,

GEO. A. LOWE COMPANY,

J. B. Cooper, Treas.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

NO ONE SHOULD BE AFRAID OF THE BUSINESS OUTLOOK

Editor HARDWARE WORLD:

We believe that a merchant's policy should be governed largely by the conditions existing in each locality.

Back of the local conditions and any prediction that might be made, we must recognize also the national and international conditions of the present time.

In the absence of any precedent in former years, it is largely a matter of guess as to just what the actual conditions may be during 1919.

When the whole thing is analyzed, taking into consideration the local conditions, the crop outlook and the crop returns from last year, the distance from the markets, the condition of their own stock and the fact that the prices during the past two years have reached the high standard they have held and on down the line, taking into consideration the matter of labor conditions, the return of our boys from the battle lines, the demand that will be made upon us for material—both at home and abroad—we see no good reason why anyone should be afraid of the business outlook for 1919.

It is, of course, out of reason to undertake to speculate, expecting prices to be any higher or to undertake to accumulate goods beyond their reasonable requirements.

We believe where the dealer has allowed his stock to run down during the past few months he should buy in a conservative way for his Spring requirements and try to be prepared for the new life that will no doubt come into the business next year.

It is too much to expect the manufacturers to be able to get back to normal conditions as to the output of their merchandise during the next few months. During this period the prices cannot be reduced to any great extent.

There must be some readjustment of labor and we must go through the period of supplying the demand for a great many goods that we have not been able to get for some time to allow a little accumulation of manufactured goods and material before we can reasonably expect any radical changes in prices.

Naturally, everyone feels there are going to be lower prices and this is very noticeable among the retail trade and so many times this is allowed to interfere with good business judgment as to having goods on hand to take care of their trade.

You must sell an item before you make any money on it and you cannot sell it if you do not have it in stock.

One feature of the present situation is that so many dealers, and we might say jobbers, fail to take into consideration that a reasonable and conservative stock of goods can be turned within the course of a few months' time and the loss cannot be so very heavy if both the buying and selling end of it are watched carefully.

We suggest at this time that the dealers take care of their present requirements in a conservative sort of way and we feel satisfied that by the time we get through the Spring months we will better be able to tell about what the conditions will be during the balance of the year 1919.

Yours very truly,
PAXTON AND GALLAGHER CO,
George T. Wright,
Manager of Hardware.

Omaha.

Your window is a big asset for you. Are you capitalizing it? You should.

VALUES WILL NEVER AGAIN BE ON A PRE-WAR BASIS

Editor HARDWARE WORLD:

As to the best buying and selling policy for merchants to pursue during 1919, any opinion we might hazard would be nothing more than a guess, for the reason that past events are of little value to base a forecast of this future, which we are about to meet. The conditions confronting us are so different from anything that has existed in the past that the ultimate outcome can be foretold by one man about as well as another.

There have been great changes in our basic conditions during the past four years, and it is the writer's judgment that we will never again see values on the pre-war basis, but in practically all lines a material advance will maintain itself, but we also think it foolish to, in any way, indulge the thought that there is any possibility that manufactured articles or raw materials will remain on the high and abnormal plane which now exists.

We do not look for any sudden or radical recession in prices, but we do look for a gradual readjustment, particularly on highly manufactured items, which have increased in value to a far greater extent than semi-manufactured and raw products have.

As merchants, it is necessary that we keep a certain amount of stock on hand, and continue purchasing same, though we may see reductions coming, even before we can hope to effect their sale, but to hold the trade and take care of the necessities of the public, we are compelled to carry a reasonable stock of goods, and competition will force us to sell same "on the market."

Our own policy will be, during this transition period to keep our stock as light as possible, buying in small quantities and buying often, and we recommend this policy to the retail dealer, but we also caution the retailer that, as he will make no speculative profit this coming year, and will probably make a speculative loss on his stock, it behooves him to get a fair margin of profit, based on the market value of his goods, on each and every item he sells.

Do not get panicky and try to anticipate the declines, as they will come fast enough, but pursue an even, rational policy of selling on the market at a fair margin of profit.

Yours truly,
CALIFORNIA HARDWARE COMPANY,
Shannon Crandall, Pres.

LET JOBBERS CARRY STOCK

Editor HARDWARE WORLD:

In our opinion, we believe, it would be for them to buy in small quantities from their nearest jobbers and sell with a justified profit, and by buying in small quantities we do not mean to be short-sighted, but to use their judgment and discretion as to existing conditions in their particular vicinities.

It is up to the jobbers next year, the same as has been in the past, to supply the retail merchants with their needs quickly, as well as to carry the stocks for these retail merchants.

Yours very truly,
A. DEUTZ & BROTHER.

Liquor improves with age. The longer you keep it the better it is for you.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

FACTORIES BUSY, ORDERS INCREASING Editor HARDWARE WORLD:

In our opinion the probabilities are that in about thirty or sixty days there will be a considerable readjustment of affairs with all of the manufacturing and larger jobbing concerns owing to the end of the war; but the Government is still having considerable quantities of goods manufactured, and finishing up old contracts where they were so near being completed that the loss would be easier to take care of by being completed product than one partly finished which would only be junked.

There are a great many things that will have to be re-priced owing to the war demands, which were abnormal and which will now cease. Among other things would probably be woolen goods, cotton goods, drugs, glass and some lines of steel goods.

The average manufacturer has devoted a very large portion of his time to the manufacture of goods for the Government, consequently the stocks have been very greatly depleted, and such being the case it is going to take a considerable length of time to make up the stock for warehouse purposes, and to take care of the incoming orders.

At the close of the war we anticipated that orders would drop off quite rapidly, but in place of that they are keeping up more than we expected, and furthermore we are getting a number of inquiries now. Purchasing agents evidently wish to take care of themselves for next year's business.

With the wheat crop price guaranteed for 1919, with the largest acreage that ever was known in the United States, and with the crop going into Winter in better shape than ever known before, taking the crop as a whole, and with more money on hand in the banks, and with the Government probably protecting the livestock men by not allowing the prices to slump too rapidly, and the tendency of manufacturers to operate their plants to full capacity, which will take care of the labor part of the program to considerable extent, the writer cannot see but what the year of 1919 should be one of a considerable volume of trade.

Personally, our concern did not advance their prices to any great extent during the war period, but took care of our customers, consequently there will probably be no reductions in prices on our part, but in some cases we have already commenced to advance the prices where it has been necessary to do so.

The people, as a whole, are so joyous over winning the war that it puts an entirely different condition to be faced than it would if the settlement had not been a favorable one,

and the writer is an optimist on the future business, and while he does not believe that it would be advisable for the retail dealer to buy large quantities, it is going to be lucky for him to be able to get his stock replenished in several months' time, and he should not ruin his business by not having stock on hand simply waiting for a possible decline in price which might not come. Yours truly,

BUFFUM TOOL CO.,
F. W. Buffum, Pres.

WISE MERCHANT WILL PREPARE FOR BIG DEMAND

Editor HARDWARE WORLD:

We rather feel that the wise hardware dealer is the one who will prepare for a tremendous demand after the first of the year.

In ordinary times there always seems to be a depression in buying during the last part of November and December, while the selling tension during this time seems to be at its height. After inventory has been taken this coming January every live dealer ought to order liberally.

I can't think of a single department in a hardware store that won't be called upon to present a varied and complete line during the coming year. Steel goods, house furnishings, builders' hardware, sporting goods—all ought to have a big boom.

A tremendous wave of prosperity and good times are coming. I know the dealers will be prepared for it. Very truly yours,

THE PULL-EASY MFG. CO.,
W. P. Ferris, Sales Mgr.

NO PROSPECT FOR LOWER PRICES NOW Editor HARDWARE WORLD:

You know we file manufacturers are not prophets, nor "sons of prophets," that we are just like hardware merchants and yourself, i. e., we do the very best we can.

At this writing we are still at a disadvantage in obtaining materials, and are so far behind our orders that we cannot guarantee dates for shipments, etc. We believe that no reduction in prices of our goods will occur in the near future, unless both labor and materials come down, and from what we see and know at present, there is no immediate prospects of this, nor do we desire it; we wish to let well enough alone and conditions will, no doubt, adjust themselves in due time. We are looking now for years of steady business and good trade.

With best wishes for a successful year in 1919, we remain, Very truly yours,

McCAFFREY FILE CO.
J. J. McCaffrey, Treas.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

NO PROSPECT OF LOWER CUTLERY PRICES

Editor **HARDWARE WORLD**:

Inasmuch as the law of supply and demand controls values and moreover all conservative buying and selling policies must of necessity take into consideration the question of values as determined by the law of supply and demand, we do not hesitate to predict the general maintenance of present prices for many months to come.

If our deductions are correct it would indicate the wisdom of buyers placing their orders for future delivery at today's market and maintaining present standard of prices.

We make the above predictions with the following facts before us:

First—Prior to the world war France, Germany and England manufactured at least 50 per cent of the cutlery products used in the United States. Outside of these countries there is a market estimated at approximately 1,500,000,000 people. In other words, a vast market fifteen times as great as the total United States market.

Second—When we consider that the cutlery manufacturers before the world war were supplying but approximately 50 per cent of the demands of the American market and that comparatively small quantities of American cutlery were being exported, it would indicate that the demand for American cutlery will be so great from abroad that the prices, because of this great demand, will necessarily be maintained as at present.

Third—Manufacturers of cutlery employ a large percentage of skilled labor and, as a matter of fact, skilled labor has been educated under the pressure of war business and war wages and all manufacturers know that in order to maintain production to a satisfactory extent it is not wise to attempt to bring about any radical reduction in wages at present, and consequently with wages remaining as they must necessarily remain at a high point and labor cost being the particular item in the production of cutlery, it seems clear to us that as far as cutlery is concerned there will be no revision downward for some time to come.

Our trade investigations show unmistakable evidence that the cutlery manufacturers and jobbers throughout England and France are without cutlery, and naturally it will be many months, and possibly several years, before the manufacturers in these countries will be able to take care of their home market.

The above predictions are made under the assumption that our merchant marine will be rapidly developed and that ample transporta-

tion facilities for taking care of our overseas business will be provided.

Very truly yours,
GENEVA CUTLERY CORP.,
W. W. Page, Sec'y.

EVERY REASON FOR BEING OPTIMISTIC

Editor **HARDWARE WORLD**:

In our opinion, optimism is the only emotion that the retail dealer can consistently entertain regarding Spring trade.

It is inconceivable, from our standpoint, how any but the highest hopes can be held for a largely increased business in all lines in America—unprecedented prosperity coupled with a momentous volume of unfilled orders, and in addition a demand for all classes of labor at high prices with no immediate prospect of completely filling it, all combines to make the outlook for not only the Spring but the whole year of 1919 most rosy in every respect.

We believe that a publication such as yours can do much to spread optimism of this sort and we believe, too, that you will conceive it as your duty to scatter this sentiment broadcast in the fields you reach.

Yours truly,
BOSTON VARNISH COMPANY,
C. O. Dana Redmond, Adv. Dept.

WILL TAKE SIX MONTHS TO REPLENISH STOCKS

Editor **HARDWARE WORLD**:

We view the situation through the periscope of a tool manufacturer and we could practically sum up our opinion in the sentence: "Buy often and just what you need."

We believe, however, that business is going to be good and merchandise cannot be secured at once. Most manufacturers have a large amount of unfilled business on their books and there apparently is no desire by the trade to cancel these orders, indicating that stocks of merchandise are low.

On this theory it will take at least six months before these stocks are replenished and in the meantime there should be under way, considerable building and reconstruction work which will help to give a healthy volume of business.

We do not look for any radical decline in prices and believe the trade will be able to make a profit on any merchandise they may purchase. We are inclined to be optimistic in regard to business for the coming year.

Yours very truly,
VAUGHAN & BUSHNELL MFG. CO.,
Irving S. Kemp, Sales Mgr.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

BUY WHAT TRADE DEMANDS

Editor **HARDWARE WORLD**:

Our policy has been to purchase and take in as much material as we could handle. We have bought all the material we need for many months to come except steel wire, on which we have had to take the quantity allotted us from month to month.

The one thing that we seek most now is additional labor. The Spanish influenza has very materially cut down the production of various lines of merchandise in the last three months, and from reports that we receive now there is a second epidemic. We have had as many as 25% of our employes off on account of this sickness, and it has kept up for weeks. Besides, many of those who were at work were not producing up to their usual standard.

We presume everyone is thinking of lower costs, but as long as the high cost of living, railroad rates, fuel, labor, and state and Government taxes remain as they are today, there cannot possibly be any decline in the near future on goods that have not advanced over 100 per cent.

There is a considerable quantity of merchandise that has advanced beyond the labor cost of production or material; they have been advanced on account of the shortage of material, as the Government has commanded a large percentage of this class of material. This is the class of goods that we believe will decline or seek a level nearer such merchandise that has advanced only 100 per cent.

We have heard a good deal about reconstruction and peace, but until these two items become a certainty one guess is about as good as another. But one cannot do business without having goods to sell.

The best policy in the writer's opinion is to be conservative and produce and buy what the trade demands.

Yours very truly,
AMERICAN WIRE FABRICS COMPANY,
C. K. Anderson, President.

FAMINE IN FILES FOR THREE YEARS

Editor **HARDWARE WORLD**:

There has been a famine in the file business for more than three years, and with the shortage of stock, that is, of good standard brands, both in this country and abroad, will naturally have a good healthy demand, and at prevailing prices, for several months to come.

Yours truly,
DELTA FILE WORKS,
Philadelphia. Joseph M. Hottel, Vice-Pres. & Sec.

A SPLENDID SUMMARY IN FEW WORDS

Editor **HARDWARE WORLD**:

We believe merchants should adopt a progressive policy in their buying and selling in 1919. There should be no lack of business. There exists a world shortage of commodities of all kinds. A tremendous amount of construction work, long held up, will be pushed to completion during the next few years. The railroads will need to replenish and repair equipment. Europe must be fed, and that, with domestic requirements in the food line, assures continued prosperity for the farmers. The immense program for reconstruction work overseas and America's enviable position as a creditor nation are additional reasons why there will doubtless be a continuance of prosperous business conditions.

Therefore, we say, the policy of the merchant should be progressive. Don't plunge. A good middle-of-the-road course is safest, but a man can be safe and yet progressive. Buy amply, but wisely, of carefully selected goods from a few standard lines. Fix a fair margin of profit and go to it. Get the right mental attitude. Face the future with confidence. Don't wait to see what is going to happen, but go right out after the business and get a share of the prosperity which the country is destined to enjoy.

This, in brief, is our opinion of what the policy of the merchant should be in 1919.

Yours very truly,
RICHARDS-WILCOX MFG. CO.
Aurora, Ill. Milton D. Jones, Secy.-Treas.

EXPECT GREAT BUSINESS ACTIVITY

Editor **HARDWARE WORLD**:

Our opinion of the best policy for the retail merchants to pursue in buying their 1919 requirements is to specify for sufficient quantities to have on hand at all times sufficient stock to take care of immediate demands, and to buy, for the present at least, without a view of speculation, as prices are not going to be higher for sometime at least. The probability is that there will soon be a surplus of many hardware items, until the foreign fields are open and export trade becomes more active.

We have confidence in the future and look forward to one of the greatest eras of business activity and prosperity that any country has ever enjoyed.

Yours very truly,
SUMMERS HARDWARE CO.,
J. A. Summers, Pres.

Hard work always stands at the top of the list of factors in success.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

EXPECT BUT LITTLE CHANGE FOR FIRST SIX MONTHS

Editor **HARDWARE WORLD**:

We have your letter of December 2 with some queries as to buying and selling policy for the year 1919, etc.

It is rather a difficult matter for anyone to determine at this stage the proper policy to pursue. Any suggestions which we may make would be purely from a general view of the situation as we see it and we are frank to confess that we cannot see very far ahead.

The indications appear to point towards a revision downwards of costs and selling prices. Just how rapid that revision will be or ought to be is a very broad problem. It would appear from the statements of some of the big men in industry that they have been looking for lower prices of raw material in the quite near future.

Our judgment, based upon a business and manufacturing experience of about forty years, leads us to the conclusion that it would be very unwise to start now on general reductions, but that they should be considered very carefully and put into operation on a very moderate scale for at least the next three or four months, and that conditions should not be very materially changed during the first six months of 1919.

However, in view of the uncertainty of the operation of the nation's mind we would not advise contracting for material or goods beyond July 1, 1919. There ought to be a period of at least six months to make stable the conditions governing the cost of raw material and finished goods and a reduction in the cost of living expenses to reasonably correspond with reductions which may be found necessary in the rates of wages and salaries of producers, not only in manufacturing, but also in the agricultural, chemical and mining industries.

We are firmly convinced that Government control should be eliminated at the earliest possible date and that nearly, if not quite all, business activities should be under the control and management of men who have made a life study of their own problems and for that reason are in far better position to handle them economically and efficiently than anyone who has not had this experience could be expected to do.

Very truly yours,

THE BRIDGEPORT HDWE. MFG. CORP.,
Willis F. Hobbs, Pres.

NO REASON FOR MANUFACTURERS TO BE PANIC-STRICKEN

Editor **HARDWARE WORLD**:

We have tried to keep ourselves in touch with current opinion regarding trade conditions in the immediate and near future and find it hard to strike a balance between those who look for at least a maintenance of present prices and continued prosperity without an interregnum or transition period and those who believe that lower prices will prevail at least during the period of transition.

There is always the danger when a feeling of uncertainty as to the future is at all general, causing a temporary reduction in the volume of sales, that weak-kneed manufacturers will rush into the market with their products, offering them at lower prices in the hope of disposing of them before the bottom falls out, and thereby causing it to fall out.

Trade Must Accumulate Stock

It seems to us, however, that there is little likelihood of any appreciable reduction in the cost of labor within the next few months and that producers of semi-raw material are in a strong financial position and generally short of stocks adapted to civilian purposes and it would therefore seem that instead of becoming panic-stricken, they will endeavor to accumulate stocks if given the opportunity, which will enable them to render better service than they have been able to give in the past two or three years at least, and that by the time such stocks are accumulated, the slack will be taken up to a large degree and the necessity for sacrificial prices will not exist.

That there is a temporary cessation of buying to the usual extent at this time, even for peace purposes, is obvious to all, but it seems to us that it is a time to sit tight without unduly anticipating requirements and that at least a normal condition of prosperity will soon be upon us.

There will always be plenty of time in which to make sacrificial prices and little, if anything, is ever gained by those who try to get there first in price-cutting, although much general harm is done by it.

Very truly yours,

ATLAS TACK COMPANY,
Fairhaven, Mass. Wm. F. Donovan, President.

CAN'T DO WITHOUT "HARDWARE WORLD"

Enclosed please find check covering three years' subscription to the "HARDWARE WORLD."
I have been without it for the past year, but I find I need it in my business.
H. A. CAMPBELL, Michigan

Hardware World Always Read

The **HARDWARE WORLD** is easily the best hardware journal that comes our way and, unlike some others, is always read from beginning to end.
Yours faithfully,

BASIL COOPER HARDWARE LTD.
New Zealand.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

BUSINESS MUST BE PERPETUATED AND EXTENDED

Editor **HARDWARE WORLD**:

The writer is very much of the opinion that all merchants should pursue a conservative business policy during 1919—but do not let us misconstrue the meaning of the word "conservative."

The most essential thing in any business is that that business be perpetuated. In order that we may accomplish this most precious thing, we must husband our strength at all times so that we may have sufficient stock of merchandise to care for the requirements of our customers, and that merchant who allows his stock to become in a delapidated or depleted condition, is overlooking the first principle of business. A merchant without merchandise is indeed in a pitiable condition.

The extension of credit should be most carefully guarded during the coming year, and credit extended only to those who are known to have sufficient excess of resources over liabilities to guarantee the payment of the account under any and all conditions.

A great many merchants have lost their best salesmen through having gone to the war, and when these are returned they should be placed in their former positions in order that they may again get in touch with all the trade, and rebuild the business, which in a great many instances has been at a stand-still.

Every merchant should purchase sufficient merchandise for his needs, regardless of what the market may be, as readjustment will not come at any one period, but will take place as the world adjusts itself to new conditions and as this general adjustment has a bearing upon the local condition and individual concerns.

The merchant who desires to perpetuate his business and build for the future, must realize we are entering upon a great reconstruction period and he that rebuilds his structure to the best advantage will be the most successful. Now is no time for those with a weak heart, or for anyone who does not have the courage of his convictions, and we advise merchants to merely do that thing which we are doing, and it has been the policy of this concern to make extensions and cover a larger territory, regardless of any temporary reduction in business.

Very truly yours,

WHITON HARDWARE CO.,

John F. Wellborn, Pres.

UTILIZE JOBBERS' STOCKS

Editor **HARDWARE WORLD**:

A retail merchant should be careful to keep his stock full enough so he will not be missing sales, but at the same time not buy any more than he can dispose of in a reasonable time.

Practically all of your readers have salesmen calling on them constantly and it would be wise to buy at each visit only enough goods to last them until the next visit. This, of course, would imply buying from jobbers at the nearest jobbing point. We believe that on the great bulk of their purchases your readers should confine their buying to nearby jobbers no matter what their policy is under normal conditions, for this will enable them to keep their stock turning and avoid getting caught with any considerable quantity should prices decline.

Very truly yours,

FAILING-McCALMAN CO.

THE EFFECT OF PEACE ON BUSINESS

Editor **HARDWARE WORLD**:

There has been so much general inquiry regarding the trend of prices and the effect of peace on general business that we take the liberty of writing you, trying to place before you, in a clear concise way, some of the underlying conditions that will affect the hardware business, for the better understanding one has the more successfully they can meet conditions as they develop.

The general impression throughout the country naturally is that high prices were fundamentally caused by the war, and that a sudden termination of the war will mean a rapid return to pre-war values. In an abstract way this, we believe, is the reasoning of the masses. If high values existed only in this country there would be a greater likelihood of this reasoning being sound, but the high prices are existing throughout the world. We know there is a world shortage of goods. Europe and the eastern and northern part of the United States are the manufacturing districts of the world, and the raw materials of the rest of the world are brought to these markets for conversion into finished manufactured articles. We know that for over four years European manufacturing facilities have been almost exclusively occupied in producing war materials, and for three years this country has been increasing its production of war materials, until at the present time very few realize the amount of war work that this country is engaged in.

Necessarily, it is only natural that during the period of change from war work back to peace work there will be some apprehension in the minds of the manufacturers, and probably the public. We know that over four million men have been taken from the peaceful pursuits of life in this country and have gone into the army and navy. It is going to take some time to get these returned to civil life, and we know the Government is going to handle the readjustment from war basis to a peace basis with all the skill and judgment at its command.

Every nation in the world is short of manufactured goods, and we feel that it is going to be more or less difficult to get many lines of merchandise. We do not believe it is the time for any merchant to speculate, neither do we believe it is the time for anyone to sacrifice stocks to move them.

A good merchant should be able to turn his stock over four times a year at least, and we know of some who turn their stocks six and ten times. In our judgment, the safest thing for a retailer to do is to use the jobbers' stocks to a greater extent than ever. It is no time to get panicky—you want a cool head and warm feet. Work on your overstocks of merchandise, buy cautiously, and do not buy any more than you need, for if you do there is not going to be enough for the "other fellow," either here or abroad.

Generally speaking, we believe that stocks in manufacturers' jobbers' and merchants' hands are very light. There has been a great deal of money made and saved in this country and there will be a good demand for merchandise. We look for a good holiday business and a heavy spring business.

Yours very truly,

MORLEY BROTHERS.

R. C. Morley, Pres.

I consider the "Hardware World" a very valuable magazine, and can not afford to be without it. **ALLEN CAMERON, Manager,**
Cameron Mercantile Co., Utah.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

GOOD SUMMARY FOR INLAND EMPIRE MERCHANTS

Editor **HARDWARE WORLD**:

The hardware business of the Inland Empire, of which Spokane is the center, is controlled by three great industries—agriculture, mining and lumber.

From the farming section we hear reports that there is planted a very large acreage of Winter wheat that is growing nicely, and with normal Winter weather we could expect a good crop for next harvest. The price on wheat has already been set by the President, so a price of \$2.20, Portland or Seattle, is assured for our next harvest, and if we should have a normal crop the agriculture industry should be in an unusually prosperous condition, and consume good quantities of hardware.

The lumber industry in the Inland Empire has had a rather bad year because of building restrictions put on by the Government; also Government embargoes against shipping east of Chicago. All of these Governmental restrictions have now been removed, and with the expected increase in building operations next year, the industry promises to be very active, more so than for several years past, and should consume large quantities of hardware, because of their reduced purchases for the past two years.

The outlook for the mining industry is not quite so bright as in the other two. However, it should show considerable improvement over this year, as increased building activities all over the country should take large quantities of copper and lead products, so that our producing mines should increase their output, as they undoubtedly will be able to secure sufficient labor to operate to full capacity, although prospecting and new development work may not show much activity during the coming year.

Summing up, it would seem that the Inland Empire has a very encouraging outlook, and no readjustment, because we have had no war work, and have been going along in a normal way. Therefore, the dealers should have a very prosperous year, but as they are facing a declining market, it would seem their best interest to buy in the smallest possible quantities, from their nearest source of supply, to keep their loss of decline in stock to the lowest possible minimum.

Because, everyone knows that today's prices of hardware are very high, and that they must come down, but no one knows whether they will come down in three months, six months, a year or two years. But it is easy to see that anyone buying hardware today is taking a certain risk of loss in decline of prices.

In our own opinion, we are looking for a

very slight decline for the next three months—possibly longer. Are not expecting any radical declines in the price of nails, bar steel, sheets, wire or any heavy staple commodities, and believe dealers cannot go wrong in maintaining a fair, reasonable stock of all classes of hardware. But they should pay more than ordinary attention to their buying, purchasing smallest possible quantities, with a consequent minimum loss of decline in price of goods.

Yours truly,

HOLLEY-MASON HARDWARE CO.,
Roy R. Gill, Vice-Pres. and Gen. Mgr.

SELL YOUR GOODS AT A PROFIT

Editor **HARDWARE WORLD**:

Due to the present extreme conditions and uncertainty of the market, we would advise cautious buying, at the same time a conservation of stock on hand at least until such time as conditions warrant a different action.

The signing of the armistice seems to have caused a panicky condition in the minds of some retail merchants, and there is a tendency on their part to sacrifice stock they have on hand with the anticipation of a decline in prices. This decline, however, according to the best information we can gather from all sources, is not going to come in a storm, neither is it going to come within the next few weeks. Therefore, we believe the retail merchant has an opportunity to sell his stock on hand at a profit and by cautious buying when the price does decline will be in position to take care of himself.

Yours truly,

McLENDON HARDWARE COMPANY,
J. W. Tabor, Manager of Sales.

KEEP IN CLOSE TOUCH WITH YOUR JOBBER

Editor **HARDWARE WORLD**:

As to the best buying and selling policy for merchants to pursue in 1919. An expression at this time might not represent our views thirty days from now, so it would seem they would not be of any great value beyond the immediate present.

Every retail merchant has or should have a local jobber with whom his relations are intimate. The jobber has a direct interest in the prosperity of his loyal customers. It seems to me that in unsettled times, like the present, the retail merchant should keep in close touch with his jobber, both by direct correspondence and through the traveling salesman.

If he would discuss these problems from time to time, it seems to me that he would get a great deal of good from it.

Respectfully yours,

HUNT & MOTTET COMPANY,
Tacoma. H. D. Cowles.

"WHAT POLICY SHOULD MERCHANTS PURSUE?"

EVERY INDICATION HEAVY VOLUME OF BUSINESS

Editor **HARDWARE WORLD**:

We believe that the dealer who anticipates his reasonable requirements and has the goods on hand when they are needed, will be the dealer who will profit financially.

As we see it, there is every indication of a heavy volume of business during the year. We hope goods will be more plentiful than in the past and we cannot but think that the dealer who has the goods on hand and pursues a vigorous selling policy, will do well.

Yours truly,

EMPKIE-SHUGART-HILL CO.

Council Bluffs, Ia.

CONSERVATISM SUGGESTED

Editor **HARDWARE WORLD**:

In view of the rapidity with which changes of world-wide importance are taking place, it is rather difficult to intelligently outline a buying and selling policy for the coming year, but the fact that our view of the future is not clear would indicate to us that it would be wise for all dealers to be conservative, buying cautiously as demand would seem to justify, keeping stocks well assorted, and in sufficient volume to meet the tendency towards a constantly increasing demand.

Yours truly,

BAKER, HAMILTON & PACIFIC CO.,

By H. J. Read, Gen. Mgr.

GOING AFTER BUSINESS

Editor **HARDWARE WORLD**:

We expect to keep our stocks complete in all lines as far as it is possible for us to do so.

We have found through several years of retail merchandising that if a prospective customers calls for an item more than twice and does not find it after repeated calls he or she will more than likely find some other place to trade.

We believe in going after all the good business there is, and create new business where possible, meriting this business by stocking high class merchandise, a good assortment and having a competent and courteous sales force.

R. H. NORRIS HARDWARE CO.,

By W. G. Norris, Sec. & Treas.

A single good idea put into execution, will count far more than dozens of good ideas merely talked about.

Every new year is a booklet of twelve leaves upon which may be inscribed records of finer achievements and larger effort than ever have been made before.

BUY FROM NEAREST JOBBER—DON'T OVERLOAD

Editor **HARDWARE WORLD**:

We think so much of your magazine we are going to give you our reply.

Our advice to retail merchants would be to keep up their stock, especially goods you know there will be a demand for, and buy these from the nearest jobber that can furnish same. Do not overload on anything, and if we will sit so steady that the boat will not rock everything will be adjusted to normal gradually and no one will be hurt. We look for good business in 1919.

Yours truly,

HASSON, HOLT & NANCE.

By J. D. H.

A GOOD VOLUME ANTICIPATED

Editor **HARDWARE WORLD**:

Our policy for buying and selling as retail merchants during the year of 1919 will be the same as in the past, that is, conservative.

We are not speculators in any degree. We buy and sell on the market. We anticipate for 1919 a good volume in sales and a fair maintenance of prices, although, no doubt, reductions will be made gradually with a view of creating as little disturbance as possible. We anticipate a reasonable decrease in total inventory as of date December 31, 1918, compared with similar inventories of 1916 and 1917.

CONSOLIDATED WAGON & MACHINE CO.

G. G. Wright, Asst. Gen. Mgr.

AN ODE TO HARDWARE

We are on the **Level**

That is very **Plane**;

If you **Saw** what's inside

We could then explain.

It may **Hinge** on what you need

But our **Rules** are these:

Brace up to emergencies,

Dealing **Square** to please.

Chisel out a **Line** of thought

That will **Clamp** the deal,

Trusting that we've **Drilled** the mind

What we sell is **Reel**.

File this list of **Hardware** tools,

Handle well the same,

Lock up every memo made

In your fertile brain.

Chain and **Muzzle** everything,

Your eyes have chanced to see;

Catch on now to what we mean—

It's plain as A B C.

—Reeg, the Rhymer.

THE REFRIGERATOR OUTLOOK

Editor **HARDWARE WORLD**:

November 1 refrigerator manufacturers were in a quandary. They had practically sold out their next year's entire output, but owing to the Government demand for raw materials occasioned by the war, were absolutely unable to get the raw material which was necessary to manufacture the goods they had sold.

Since November 11th, however, a ray of hope is breaking through the refrigerator manufacturer's horizon. With the cessation of hostilities and consequent lessening of the demand on the steel manufacturers and other producers of raw material by the Government, the refrigerator manufacturers have every reason to believe that they will be able to obtain the necessary raw material in time to complete the orders booked. This will be good news for the retailers, many of whom placed their orders early in the season, but could not obtain any assurance from the manufacturers that they would be filled.

Retailers who were forehanded enough to place their orders early in the season are to be congratulated, as they will be able to obtain their supply, while those who held off may loose out entirely, as the delay in obtaining raw materials hampered the manufacturers to such an extent that they will, necessarily, fall short of their usual output. Under these circumstances it is natural that they should use every endeavor to fill the orders already placed and see that the goods to fill them are manufactured first, distributing whatever surplus they may be able to manufacture among the late comers on the well-known principle of "first come, first served."

The seriousness of the situation is enhanced by the fact that merchants have bought conservatively during the war period, with the result that their stocks are low, while many consumers who have put off purchasing until after the war will come into the market this season. Many new homes will be started. All these extra requirements added to the normal, point to an unusually active demand for refrigerators during the coming season.

Owing to the fact that the manufacturer will naturally be chary about purchasing any more raw materials than is necessary to fill the orders on hand the outlook for dealers who have not already placed their order is not very encouraging, unless they can succeed in having their specifications accepted by some reliable manufacturer with reasonable assurance that the goods will be forthcoming.

GRAND RAPIDS REFRIGERATOR CO.

That all men are born equal is true, but the equality ends there. Progress from birth on depends on the man.

BICYCLES MAY ADVANCE IN PRICE

Owing to the armistice resulting in recent Government cancellation or orders calling for a considerable quantity of bicycles, the impression has been created in the trade that bicycle manufacturers will shortly be in a position to meet the full specifications of the jobbers and dealers for the coming season.

This impression, however, is entirely erroneous. Conditions in the bicycle industry are far from satisfactory. Production in September, October and November, exclusive of Government orders, was far below normal. Labor shortage caused by the influenza epidemic was one cause and inability on the part of the manufacturers to procure sufficient materials was another.

The visible supply of bicycles has not been so small in years owing to the fact that the Government within recent months bought almost the whole floating supply. Again, such materials as have been available were purchased on a very high market, freight and express rates have been advanced very materially, and express rates are in for an additional substantial increase, as announced by Government authorities a day or two ago. Wages for skilled labor are still at the top notch, and while a readjustment in this particular is sure to come, same will not be reflected in the cost of bicycles that will be made and sold within the next six months.

In view of these conditions, it is contended, it would not be surprising if a substantial increase in the selling price of bicycles should shortly become necessary.

ARE YOU GUILTY?

You may have heard the remark, "There isn't much call for them. Sorry we don't keep them." In some few cases this is the very best answer possible, if the salesman is really on the job. Almost any Palm Beach merchant is fully justified for not carrying ear muffs, woolen mittens, or ice harvesting machinery. And you would certainly expect to be disappointed if you stepped into a store somewhere in Labrador and asked for a fan. Lawn rollers are a bit out of place in the Sahara desert, too. But with few exceptions, the unfortunate statement that "there isn't much call for them," means that somebody hasn't studied his trade and doesn't really know whether it would be profitable to carry the stock.

WOULDN'T BE WITHOUT HARDWARE WORLD

Every issue of the **HARDWARE WORLD** is worth double the price. We wouldn't be without it; in fact it pleases us in every way. Every retail merchant should read and digest everything in it very carefully.

Oklahoma. BLUEJACKET SUPPLY CO.



ADVANTAGE OF ADVERTISED TIRE ACCESSORIES

(Address of H. G. Ault, manager accessories sales, The General Tire & Rubber Co., before the National Hardware Association.)

In developing our large sales of tire accessories we have considered the advantages of advertising for the jobber in this way:

First—The manufacturer must produce equal or better quality as compared with competitive lines. Furthermore he must keep the quality up when the advertising takes hold and the jobber who handles an advertised line feels certain that he will get good goods as long as the advertising is continued.

Second—The jobber has always represented the natural channel for distribution of our tire accessories. Consequently any other manufacturers who have developed advertised tire accessories have tried to appeal to the recognized jobber, and their advertising campaigns have been formulated so that they will please the jobber first. You as jobbers recognize the fact that well advertised tire accessories in your hands are partly sold before your salesmen carry them to the dealers.

Third—Your complete line is complicated with many items. When your salesmen calls on the dealer it is impossible to name off all the various things you catalog and carry in stock. Therefore, the ones which will come to mind first are the things most in demand and the items most in demand are the good tire accessories which are well advertised. Consequently, you see the third point of advantage to you as a jobber—less time and expense selling advertised tire accessories.

Fourth—Consistently advertised tire accessories are not sold for short periods only. Their steady sale goes on from year to year, increasing steadily and you do not, therefore, feel that you are taking a gamble when you buy advertised goods. You know that you will not have a surplus of stock at the end of each season. Consequently, you receive another big advantage when you have less overhead expense on advertised tire accessories.

The last point I want to call to your attention is the question of price and delivery. Speaking from the standpoint of my company, I can assure you that it is reasonable to expect prices on advertised tire accessories sufficiently low that you can successfully meet your competition who are selling unadvertised lines. During the last seven years we have demonstrated to the jobbers that consistently low prices can be quoted on advertised tire accessories and the increased volume will absorb the advertising expense so that it does not constitute a burden for the jobber to bear. And the enormous increase of sales resulting from our advertising forces us to enlarge our manufacturing facilities so that we give the jobber prompt shipments always.

Looking at the question of advertised tire accessories from every angle you can see that it has for the jobber all the benefits and advantages which you could secure by handling unadvertised lines. But, on the other hand, you do gain easier selling, less selling expense, lower overhead charges, better deliveries and larger net income.

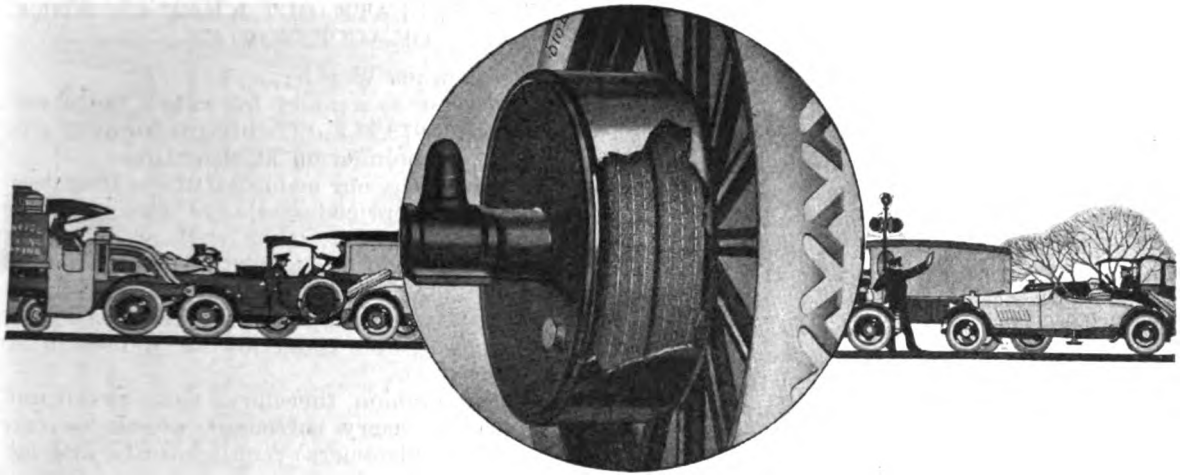
KEEP UP STOCK OF ACCESSORIES

Editor HARDWARE WORLD:

It is my judgment that all retail merchants should carry fair stocks in order to give service to the public, although before the year is over it may be that there will be some reductions in prices, but this would be no excuse for the retail merchant to not carry reasonable stocks, and it is questionable in my mind whether there will be any reductions of consequence until later in the season, at least.

Yours very truly,
INTER-MOUNTAIN ELECTRIC CO.,
C. B. Hawley, Gen. Mgr.

Emerson was right when he said: "Character is higher than intellect. A great soul will be strong to live as well as to think." Living is the real test after all.



12,000,000 brake bands

Why your brake lining business will be bigger in 1919 than ever before

THE coming year will be the biggest year ever known for the sale of brake lining. According to official registration figures there will be approximately 6,000,000 passenger cars and trucks in service which have been run at least one season. The brake linings of these cars are worn and the owners of every single one of them is a prospect for new brake lining. Altogether 65 million feet of brake lining will be needed.

Here is an opportunity for you to increase your business. Make these winter months, ordinarily so dull, pay you a profit. Get a list of the cars in your territory. Go after the owners hard this month and persuade them to have their brakes re-lined before the season opens.

We are backing up your efforts by starting our big spring advertising drive in all the leading publications.

We are convincing these 6,000,000 owners of the need of new brake lining and the value of Thermoid. We are showing them the difference between Thermoid Hydraulic Compressed Brake Lining and the ordinary woven kind.

Start right away to get your share of this big market. Recommend Thermoid Hydraulic Compressed Brake Lining to every customer. Thermoid will build good will for you by giving your customers longer, surer service.

Thermoid Brake Inspection Chart

At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " " "	20.8 "
20 " " "	37 "
25 " " "	58 "
30 " " "	85.3 "
35 " " "	104 "
40 " " "	148 "
50 " " "	231 "

Will your car do this?

Every foot of Thermoid which you put on is backed by our guarantee. *Thermoid will make good—or WE WILL.*

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

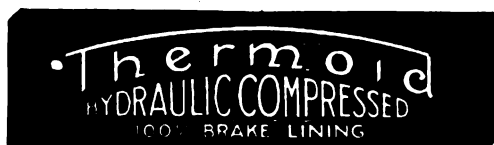
Factory Branches

New York Chicago San Francisco Detroit
Los Angeles Philadelphia
Pittsburgh Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company Limited, Montreal

Branches in all principal Canadian cities



Makers of "Thermoid Croide Compound Castings" and "Thermoid Hardy Universal Joints"

FORECASTS BIG BUSINESS

"When peace terms have finally been agreed upon, we anticipate an increased business over an indefinite length of time and preparations have been made accordingly," reads a statement just issued by Jacob Pfeiffer, president of the Miller Rubber Co., of Akron, Ohio. The widely known Geared-to-the-Road Tires and Drug Sundries comprise the principal products of this large concern.

"The Miller Rubber Co. is today in the best condition of its whole history," continues the statement. "For the first time in years, our building operations are complete, at present, and we find ourselves in position to accomplish an annual business turn-over of between \$30,000,000 and \$40,000,000.

"Practically all of the war orders that have taken up so much of our time have been cancelled, but, because all of our old going-departments remained absolutely intact we were able to switch off from the war work to regular production without much trouble. With splendid resources in the way of buildings and equipment at our command we do not require much readjustment from a war basis to a peace basis.

"While it is true that we cannot determine at this time just how long certain government restrictions may remain in effect concerning the production of rubber goods, we believe we will be permitted to produce a sufficient output of tires to furnish work for all our former employes who are now in military service as soon as they return, as well as retain those now in our employ."

ADVERTISE, BUT DON'T CUT PRICES

Editor **HARDWARE WORLD**:

As there is likelihood of a Government bond issue along in April, we believe that a retail store should stick very close to staples and in moderate requirements for the first six months of the coming year. Summer lines will be fairly active, but we believe the buying for the Fall should be quite heavy, as there will be decidedly more activity.

With regard to retail selling, do not believe that there is any satisfactory increase in business gained by sales or cutting of prices, but a strong advertising campaign should be carried on throughout the year.

WESTERN RUBBER & SUPPLY CO.

Straightforward business methods executed with true courtesy are always to be preferred to a disposition to fawn or a servile tendency to cater for favor. Business conducted along proper lines, has no reason to consider either fear or favor. It pays to cultivate the courage of upright directness.

DON'T SPECULATE, BUT KEEP UP STOCK OF ACCESSORIES

Editor **HARDWARE WORLD**:

In reference to a policy for retail merchants to pursue in 1919 is a difficult problem to give an intelligent opinion on at this time.

We are told by our manufacturers that there will be no low priced steel for two or three years. We know that labor will also be high for many years to come. As steel and labor are the principal items to be considered in all manufacturing, it would appear that there is going to be no perceptible reduction in prices in the near future.

It is our opinion, therefore, that retail merchants should carry sufficient stock to take care of their customers' requirements and not permit their stocks to become too low, fearing that they will suffer some losses from declines in prices, which in any event will be very gradual.

On the other hand, we do not advocate retail merchants stocking up heavily or speculating in any way. When we say speculating, we mean that if they allow their stocks to run down below normal, anticipating a decline in prices, they are speculating just as much as if they bought in anticipation of advances in prices, so in our opinion, the merchant who will be most successful will be the one who keeps his stock of merchandise well assorted, which will enable him to take care of the requirements of his customers, which requirements we are convinced will be quite extensive on account of curtailment in buying by the public during the past few years.

Very truly yours,

BALLOU & WRIGHT.

BUY ACCESSORIES OFTEN

Editor **HARDWARE WORLD**:

It is our belief that prices in general will decline rapidly upon some commodities and slowly upon others. The retail merchants should play safe by buying little at a time and often. He would do well to patronize the jobber from whom he can make purchases in as small a quantity as you desire and at practically the same price you would pay on direct factory purchases.

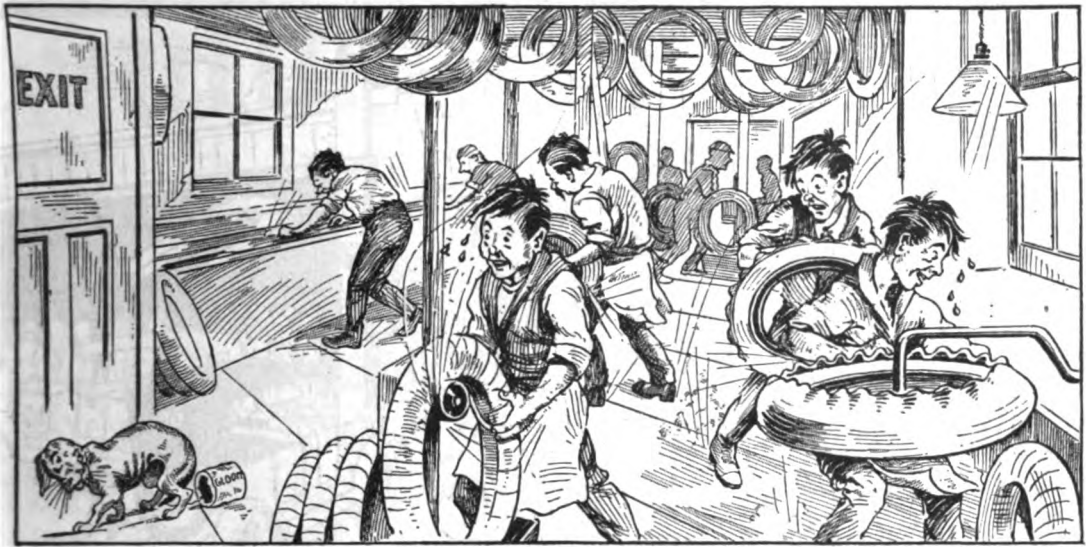
Yours very truly,

KIMBALL-UPSON COMPANY.

THE AD THAT FAILED

Advertising is all right if it is done properly, but no return could be expected from a poster recently tacked on the fence of a cemetery in Brooklyn, which read: "Awake—Your Country Needs You."

If you think before you speak, you will probably make others think after you speak.



AT IT AGAIN

You BET—harder than ever—when everything was subordinate to winning the war, Converse tire product was put on a “one cylinder” basis.

But NOW, America's prosperity depends on an unprecedented production for peace and we, Converse people, have tied a tin can to gloom—stepped on the throttle, and are “hitting on all twelve.”

We come out of the war with a capacity for a larger and more diversified production. We need new business to absorb it and in return offer a renewal of our well-kept pledges of the past: *Sustained Quality, Sound Profits and Square Dealing.*

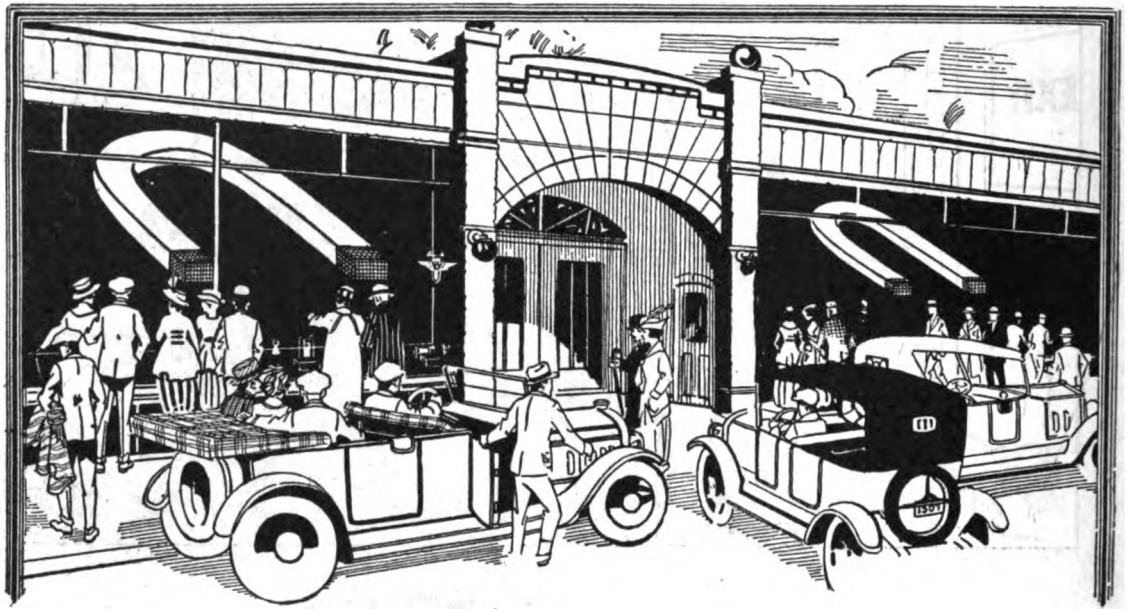
N. B.—The calibre of our distributors is but ONE guarantee of our capacity to please. Write us for the others.

EXCLUSIVE DISTRIBUTORS

C. M. McClung & Co.	Knoxville, Tenn.	Stratten-Warren Hardware Co.	Memphis, Tenn.
Nash Hardware Co.	Fort Worth, Texas	Wm. Stockhoff	Louisville, Ky.
F. P. May Hardware Co.	Washington, D. C.	Stauffer, Eshleman & Co.	New Orleans, La.
McGowin-Lyons Hardware & Supply Co., Mobile, Ala.			

Made by CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

142 DUANE ST., NEW YORK Service Branches 618 W. JACKSON BOULEVARD, CHICAGO, ILL.



Windows Are Magnets To Draw Trade

ARE you giving your goods a chance to sell themselves? Are you giving them a chance to attract the attention of your customers, and tell their stories?

Your accessory stock will pay you a handsome profit, if you will give it a chance. Arrange your goods so that they can be seen by everyone who comes into your place or passes your windows.

It is not unusual for a customer to discover other articles he needs while in the store, but, in order to do this, he must be able to see the goods and be attracted by them.

You would not hire an expert salesman at \$50.00 a week, and then permit him to sit around your store and do nothing. Why, then, should you allow your show windows to be idle?

Your windows are salesmen who work twenty-four hours a day, and require a very small expense account. They are valuable. You pay out good money in rent for your windows. Use them. Properly trimmed, they will act as sentries to stop the people passing your store and direct them inside.

Many dealers expect to get business by putting half a dozen cans of grease and a few cast-off parts, together with any junk that may be around the place, in their windows. Don't make your window a storage place or trash pile. Trim it up so that everyone who passes will be obliged to stop and look at your goods.

The Atlantic and Pacific Tea Company is today operating 3,418 stores. They would hold no such record had they tried to sell their goods by packing them away under the counter and trimming their windows with only a half dozen

packages thrown in at random. These stores may well give the retail merchant in any line something to think about.

The United Cigar Stores Company operates over 1,300 stores. In every one of the 1,300 stores you will find a neatly trimmed, business-building display window. The Woolworth Stores owe a large part of their big business to their ability to attract customers through their window displays.

You are selling goods to the same people who trade at these stores. Why, then, should you not adopt the same methods for attracting their attention to your goods?

O. V. White has bought the hardware stock of White & Fisher, at Van Meter, Ia., and requests catalogs on general sporting goods.

Larson & Kundert, successors to Martin Carlson, at Beresford, S. D., requests catalogs on automobile accessories and general sporting and athletic goods.

G. C. Roper has started a hardware business at Harvey, Ia., and requests catalogs on baseball goods, bicycles, dog collars, fishing tackle, tents and general sporting goods.

Arthur Shoemaker has bought the hardware business of W. E. Tonken, at Hermosa, S. D., and wants catalogs on automobile accessories, fishing tackle and general sporting goods.

H. O. Nelson has purchased the Coshocton Sporting Goods, in Coshocton, Ohio, and wants catalogs on general sporting goods, as well as automobile accessories and other kindred lines.

A. R. Thomas has bought the hardware business of Thomas & Sunday, at Bushnell, Neb., and is interested in late catalogs on sporting and athletic goods, as well as automobile accessories.

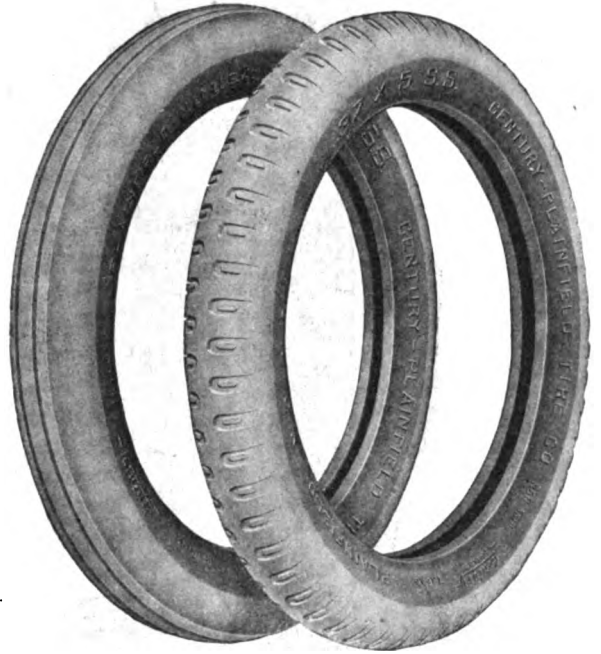
Century-Plainfield TIRES

Century-Plainfield
6,000 Miles

Highest quality rubber *plus* highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are *merit* tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

*Be a Century-Plainfield User
Be a Century-Plainfield Dealer*

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
927 SO. HILL ST., LOS ANGELES

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO

Century
-PLAINFIELD Tire Co.

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.



Go!

*says the Government
to*

Johns-Manville Fire Extinguishers

This means your jobber is stocking up with the Johns-Manville Fire Extinguisher and will take your orders for them now. By early Spring the business tide will be running full. The long-pent-up demand—freed at last—will gather momentum as it goes along and carry the demand for machines way beyond any previous high-water mark. Get ready for it—start now! Get your reservations in early—right away, so you can get your share of the business.

In spite of high raw material costs the list price of the Johns-Manville Extinguisher has not been advanced.

Price \$10 **\$10.50** West
of the Rockies
Brass or Nickel. Bracket included.

Through—
Asbestos
and its allied products

INSULATION

that keeps the heat where it belongs

CEMENTS

that make boiler walls leak-proof

ROOFINGS

that cut down fire risks

PACKINGS

that save power waste

LININGS

that make brakes safe

FIRE PREVENTION PRODUCTS

JOHNS-MANVILLE

Johns-Manville Sales Policy

THIS resumption of selling will come as welcome news to the many dealers and jobbers in the field. It puts into active service again the **Johns-Manville Sales Policy**, which for two years has built business friends, good will and profits for the whole trade. It is timely to recall that Johns-Manville

We sell only to the recognized jobber.
The jobber sells and stocks the retail dealer.
The margin allowed by the jobber to the dealer is liberal, even on small orders.

was the first to recognize the jobber as the legitimate distributor—and to recognize the dealer as the natural agent of the jobber.

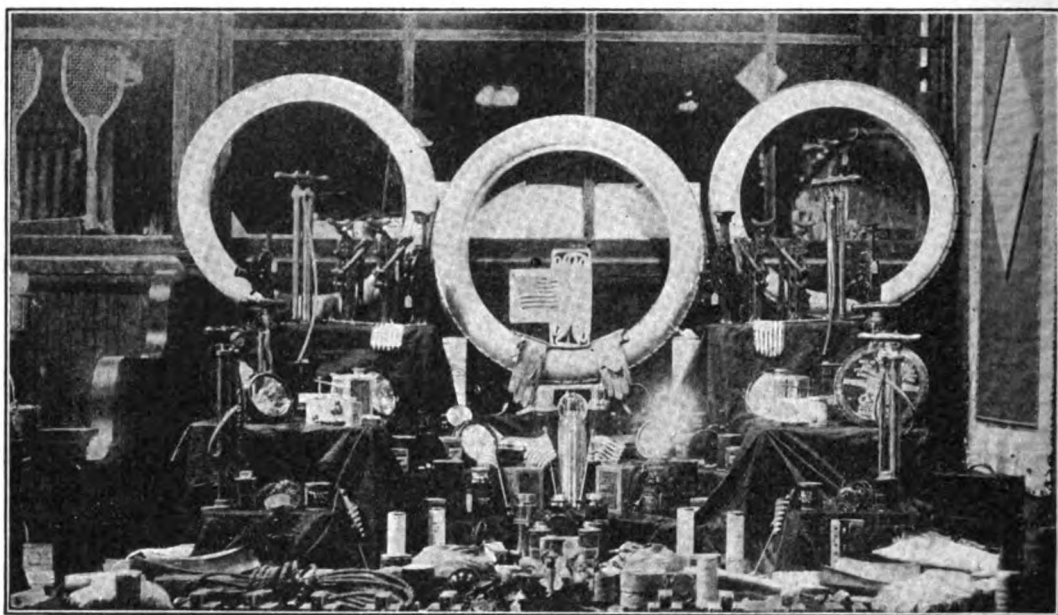
That such a plan is the right one—sound, as well as fair—has been proven over and over again during

the last twenty-four months. A real opportunity is offered to the trade not yet allied with this policy. We should like to make this resumption of active selling the occasion of welcoming many new dealers into the Johns-Manville family.

Ask your jobber about the plan, and particularly about the protection it affords the small dealer.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories — Branches in 63 Large Cities

Automotive Equipment



Here is the way H. G. Beatty & Co., live hardware merchants at Clinton, Ill., feature auto accessory line. They find that auto accessories are one of their best trade bringers, and generally is cash business. They don't simply make a side line of auto accessories, but put the same vim into it as they do their other lines.

They believe if hardware merchants will give greater attention to auto accessories they will find it one of the most desirable parts of their business.

Accessory buyers are generally cash buyers, and when a man has an automobile he likes to have its equipment up-to-date, and there is nothing like visualizing just what you have to offer.

Their sales windows are always well trimmed.

INCREASE THE CLERK'S VALUE

The businesses throughout the country which show the most noticeable progress are those where proper consideration is shown clerks.

Your clerk is the most valuable asset in your business—he can bring you success or he can bring you failure.

Treat your clerks as partners and not simply employees—confide in them—be courteous and kind to them, thereby setting an example of the courtesy and consideration you wish them to show your customers. Show them the fundamental principles of business and help them progress.

Let your clerks visit other stores and gain ideas how to improve the appearance of your store—familiarize your clerks more fully with the merits of the various goods you carry and give them talking points to sell them. If you cannot do this yourself, then you should insist upon the salesmen who sell you explaining the merits of their products to your clerks.

The Western Lumber & Hardware Co. is successor to the Stewart Hardware Co. at Rolla, Kansas, and wishes to add to its stock of sporting goods.

The Schmidt Hardware Co., 28 West Main St., Marshalltown, Ia., has been incorporated with a capital stock of \$30,000 and desires catalogs on automobile accessories.

DON'T TAKE HALF A DAY

When you've got a thing to say,
Say it. Don't take half a day.
When your tale's got little in it,
Crowd the whole thing in a minute.
Life is short—a fleeting vapor—
Don't you fill the whole blamed paper
With a tale, which, at a pinch,
Could be crowded in an inch.
Boil her down until she simmers;
Polish her until she glimmers;
When you've got a thing to say,
Say it. Don't take half a day.

COOPERATION

Good, conscientious, loyal service, while valuable to any company, is not necessarily cooperation. Cooperation means studying the everyday problems and devising new and better ways in which to perform a given task; it means the economical use of all stock and supplies; it means imparting your knowledge to others and helping your fellow workers over the hard places; in short, it means doing all you can, at all times, to help the entire organization along to success.

C. Pieper & Co. have engaged in the hardware business at Malcolm, Neb., and desire catalogs on automobile accessories.

Ready for a Big Business



Pyrene's part in the war is finished. More than 1,000,000 Pyrenes have been in the service. On motor cars, motor trucks, tanks, airplanes, patrol boats and wherever the use of gasoline engines demanded efficient fire protection Pyrene was there to give it.

With peace the demand for Pyrene will be even greater. The war has given Pyrene great prestige—proven that it is indispensable automotive equipment. Thousands of returning troops now know Pyrene and its fire-fighting qualities.

Pyrene production shortly will be, we believe, on a full peace basis. Millions of Pyrene extinguishers will be sold in the next few years. Each sale represents a good profit. Pyrene sales and advertising effort will be behind you to create the demands. A liberal policy towards distributors is in force.

Jobbers and dealers whose stocks have been diminished during the last months of the war will have their orders filled in order of receipt.

PYRENE MANUFACTURING CO.

52 Vanderbilt Avenue - New York

ATLANTA: - 259 Peachtree St.

CHICAGO: 327 W. Jackson Blvd.

CLEVELAND: 1104 Prospect Av.

KANSAS CITY: 1712 Grand Av.

SAN FRANCISCO: 527 Mission

Street.



UNIVERSAL
 Trade Mark Registered, U. S. Pat. Office

Transmission Lining

offers a remarkable business opportunity for live hardware dealers.

Because it is superior in service to any cotton lining heretofore produced. Quicker in action, as sure as it is speedy. Quiet—absolutely chatterless. Compactly woven, like the famous **S-M-C Brake Lining**, then treated with a perfected compound which makes it slip-proof, water-proof and oil-proof.

\$1.25 Complete

Set for **Fords** includes three proper lengths for Ford transmission bands and all rivets required, all boxed in a handy package.

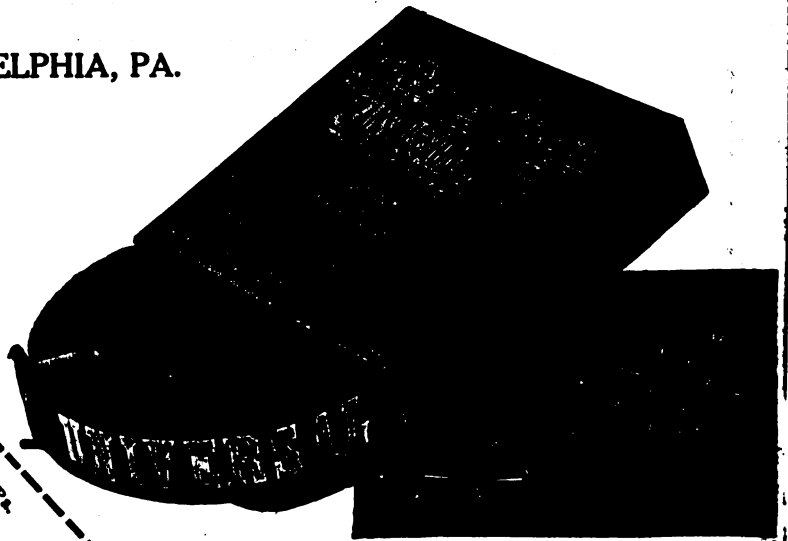
"As easily sold as a package of tacks and a lot more profitable."

Get our quantity prices for dealers—write for it on your letterhead. Use it as a lever to pry loose the big trade of the users of "The Universal Car."

STAYBESTOS MFG. CO.

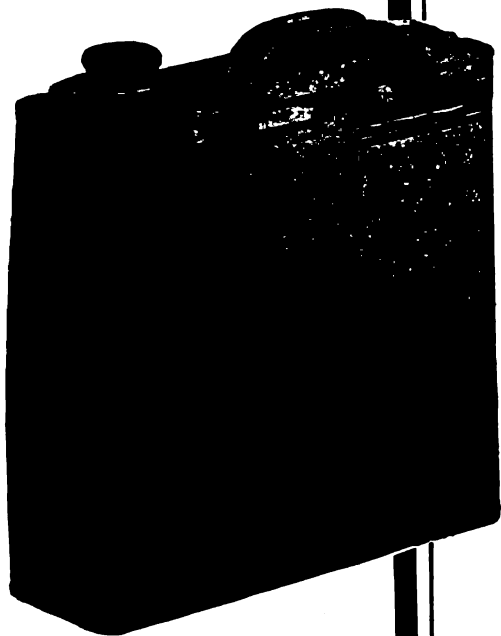
*The "Modern" Factory Equipped to Make
 All Widths Up to 6 Inches*

**5547 LENA STREET
 PHILADELPHIA, PA.**



Staybestos Mfg. Co., 5547 Lena St., Philadelphia, Pa.
 I want your dealers' proposition on Universal Brake Lining—particularly on your \$1.25 Ford Set

Name _____
 Address _____
 City _____
 State _____



Motul

A quality motor oil for fine, high speed automobile engines.

Gearese

A reverse gear lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.

Cupese

A non-acid, non-alkali cup grease of uniform quality. Does not cake or liquify.

THE insistent demand for scientific lubricants opens up to the trade new possibilities for profits through the sale of Swan & Finch

Scientific Lubricants FOR Scientific Lubrication

Progressive Dealers

will be interested in our sales proposition. Write for full particulars today.



Since 1853 Makers of
Quality Oils and Greases

NEW YORK

Philadelphia
Providence

Chicago
Hartford

DISTRIBUTORS

Motor Mercantile Co.....	Salt Lake City
Chanslor & Lyon Co.....	Portland, Or.
Flanigan Warehouse Co.....	Reno, Nev.
W. E. & W. H. Jackson Co.....	San Francisco
Kimball-Upson Co.....	Sacramento

PACIFIC COAST REPRESENTATIVE

Norman Cowan Co.	San Francisco
433 Rialto Building	

Featuring Auto Accessories

A Method Used by a Successful Merchant

THE trade in autos and accessories for private parties, which was almost entirely suspended during the war, has risen, phoenix-like, from the ashes, and is greater in volume than ever before. To get his fair share of this should be the aim of every hardware man, and in order to do this he must plan a campaign that will arouse the interest of the public not only in the auto accessories per se, but in the firm that handles them. One of the best campaigns along this line has just been concluded by the large establishment of Lansburgh Bros., Washington, D. C.

On Thursday they took space in the local papers, adorning same with the cut of a parrot, and in black letters:

THIS WISE OLD PARROT

is being taught a message of importance to every man and woman who is interested in the lure of the road. Perhaps he'll learn it by tomorrow, or maybe not until later in the week. Watch and wait. Look for him tomorrow.

On the following day they used the same cut, this time with the wording:

THIS SAGACIOUS OLD PARROT

is becoming more enthusiastic each hour about the wonderful message he is going to impart to you soon. Keep your eye on this space and watch for the news. Perhaps tomorrow—perhaps later—who knows?

Saturday, curiosity was further piqued by the message:

THE OLD PARROT HAS IT ABOUT LEARNED

Unless Mr. Parrot gets the "flu" or something else, he'll be able to give you the message tomorrow night. He has it all learned except two or three words. Just a few hours more and you will learn some news of much importance to you. WATCH!!!

On Sunday, when everyone has the leisure to read the newspapers, the secret of the parrot came out. In a half-page ad, adjoined with a much larger cut of the parrot was the heading:

HERE'S THE MESSAGE THE PARROT HAS:
Lansburgh & Bro.'s Second Great Annual Sale of
AUTO ACCESSORIES Starts TOMORROW—
Monday—Morning.

Don't Miss Seeing Our Store Window—and
DON'T MISS the Many Bargains You Will Find
at Our AUTO ACCESSORY Counters.

The window used to advertise their campaign attracted the attention of all who passed that way. It was floored with green felt, and in the background were several tall artificial palms.

Occupying the greater part of the large window was an automobile, in which sat a young woman, in auto cloak and veil, while polishing the metal parts of the car was a young fellow in shirt sleeves. Both figures were borrowed from a local department store, who were only too glad to have an opportunity to give further publicity to their auto togs—and of course the courtesy was acknowledged by a neat little card, stating the name of the firm from whom the models were secured. A large card, on brown board, lettered in white, with initials of red, advised:

KEEP YOUR CAR YOUNG

The life of a car, the same as anything else, depends to a very large extent upon the care it receives.

We carry a complete line of preparations for not only keeping your car in excellent running condition, but helping to retain its appearance and at the same time increasing its value in case you should wish to dispose of it.

THESE PREPARATIONS ARE SOLD WITH OUR POSITIVE GUARANTEE NOT TO INJURE THE CAR IN THE SLIGHTEST.

The lady in the car grasped a cluster of narrow red ribbons, which extended to a series of small brown cards down in front, close to the glass. In front of each card was an auto cleaner of some kind, and each card was lettered in red and white, telling the merits of the article in question:

STOP-SQUEAK OIL

Reduces the liability of spring breakage by keeping them well lubricated, and is unexcelled for removing squeaks of all kinds.

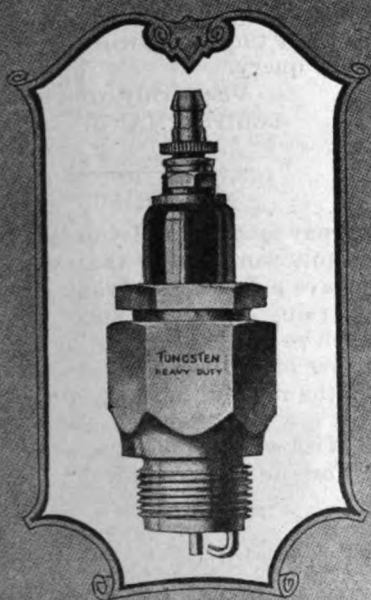
PREPARED WAX

Protects the varnish from the weather—adding years to its life and beauty.

AUTO-LAK

Dries ready for use in twenty-four hours. This includes the entire car from wheels to top. One pint is sufficient for a roadster.

Strength



TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job

TUNGSTEN MFG. CO.
MARSHALLTOWN IOWA

Later in the week they made everyone stop to note the great transformation that had taken place in the window overnight. All of the cards were left in their original positions. But white

CARBON REMOVER

Four ounces of this remover added to ten gallons of gasoline will much increase your power and mileage and minimize carbon formation.

wadding covered the floor, and in place of the palms there were several big bare branches. The auto itself was covered with a layer of wadding to simulate snow, and the woman

AUTO CLEANER

Removes scum, road oil, grease, etc. Even those spots that are ground in will disappear like magic.

had on a heavy robe, while the man was enveloped in a fur coat, and was tinkering with his radiator. A card attached to the front of the machine read:

BY GEORGE! MY RADIATOR IS CRACKED!
I WISH I HAD BOUGHT SOME FREEZE
PROOF

Don't wait for cold weather to catch you, like this man.

Prepare for winter's icy blasts with a supply of FREEZE PROOF, an anti-freeze preparation guaranteed not to evaporate. Cheaper and better than alcohol.

On one of the guards was a card:

"STEER WARM" KEEPS THE HANDS
WARM IN ZERO WEATHER

No more stopping to get your hands warm over the radiator. Steer Warm takes all the sting and unpleasantness out of Winter driving. They attach to any steering wheel and are heated by the same storage battery or magneto that supplies the headlights.

On the other guard were several little red cans of Sterno—the canned heat:

DO YOU KNOW THE CONVENIENCE OF
STERNO CANNED HEAT?

And the appliances devised to use it with? If you do not, you have a pleasant discovery awaiting you. It is a solidified, non-explosive heat agent that ignites instantly, and can be used safely almost anywhere.

MOTORISTS CAN MAKE GOOD USE OF
STERNO CANNED HEAT.

Let us show you the advantages of this useful invention.

Of course auto accessories of all kinds were given a prominent place in the store during the sale, several counters near the front having show cases in which they were displayed to the best advantage. Good service added to the attractiveness, and the volume of business done by the establishment during the week was well worth all the time spent in preparation, to say nothing of the publicity it gave to the store and its line which was good for future business for many months to come.

EXPECT HEAVY DEMAND FOR ACCESSORIES.

Editor HARDWARE WORLD:

Under the present conditions we cannot see why merchants in general, whether wholesale or retail, should adopt anything other than the most optimistic of views about the trade outlook for 1919.

The probabilities are that there will be some difficulty in the matter of deliveries on account of material supplies, labor conditions and congested traffic, but to a very large extent these difficulties may be oviated providing merchants will cooperate with the manufacturer and place specifications well in advance of their requirements.

In the automobile field particularly, which of course, covers and includes accessories, there will be unquestionably a heavy increase over demands during the war period.

We trust the above will answer to some extent your query.

Very truly yours,
ECLIPSE MANUFACTURING CO.,
R. M. Franklin, Sec'y.

THRIFT

If your pay is small and you live within it,
If you quit work richer than you begin it,
If you save a little from what you make
For the rainy day that's sure to break,
Then you're richer far than he looks
Far better off on the company's books.
It isn't the money that's paid to you—

It's what you get
With what you get
For the work you do.

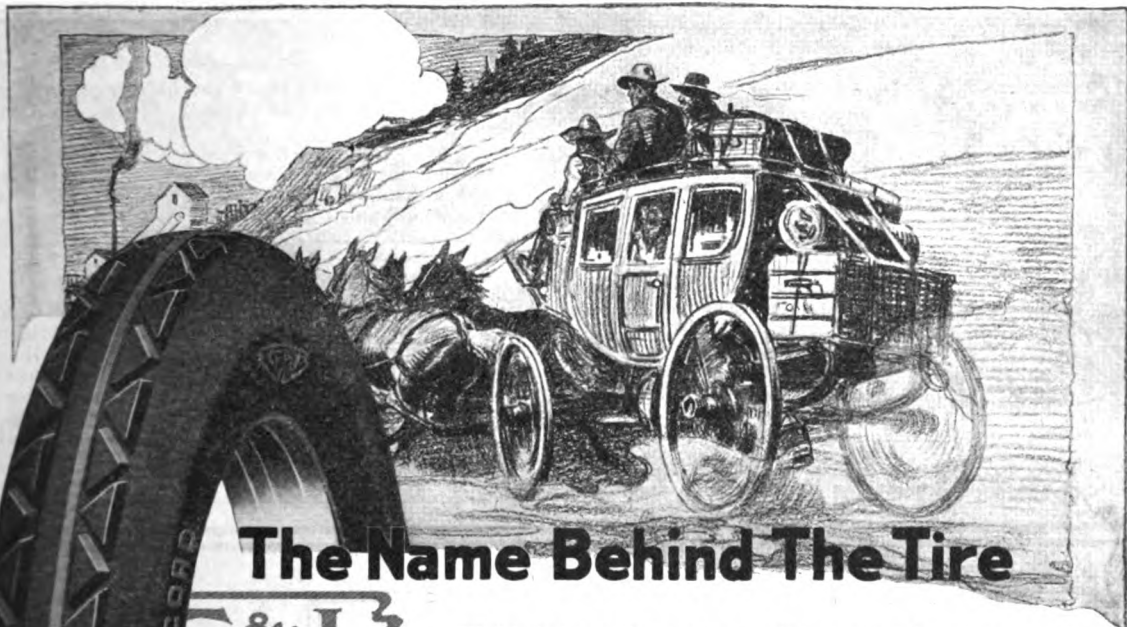
—Strickland Gillilan.

PRACTICAL PACKAGE CARRIER FOR BICYCLES

Leslie E. Moore, Inc., of Los Angeles, has developed a package carrier for bicycles, which can be readily adjusted to fit any make or sized frame of bicycle on the market.

They have also added to their list of specialties a body brace for Ford cars, made $\frac{1}{2}$ x $1\frac{1}{2}$ angle iron, for which they find an increasing demand.

So confident are they of the quality of their line of auto accessories that they permit merchants to make replacements free of charge in case of any defect in either material or workmanship. They will be glad to send descriptive catalog and full information upon request.



The Name Behind The Tire

Compare the steel banded wheel of yesterday with the big **G & J CORD PNEUMATIC TIRE** of today—a giant step that has made modern travel possible

Whirlwind speeding along perilous mountain passes and break-neck swinging around rock turns, was the lot of the passenger on the "overland route" in the early fifties.

Upon four sure-footed marvels of equine strength with steel-like sinews, depended the traveler's hopes of safe and speedy arrival at his destination.

Today, the traveler along motor lanes and highways is protected by a line of tires embodying the height of scientific skill and construction.

G & J—The Name Behind The Tire—is recognized by motorist and dealer, as typifying utmost quality and service.

The dealer who KNOWS puts HIS name behind The Name Behind The Tire.

G & J DISTRIBUTORS

Bailey-Lebby Co., Charleston, S. C.	Leonard Hdw. Co., Chas., Petersburg, Va.
Berrodin Rubber Co., Philadelphia, Pa.	Ludwig Tire & Rubber Co., Hagerstown, Md.
Benton County Hdw. Co., Rogers, Ark.	Manhattan Oil & Linseed Co., St. Paul, Minn.
Barker-Jennings Hdw. Co., Lynchburg, Va.	Miller Bros. Hw. Co., Richmond, Ind.
Colladay Hdw. Co., F. Hutchinson, Kas.	Mitchell-Powers Hw. Co., Bristol, Va.
Chapin-Owens Co., Rochester, N. Y.	Mount, W. E., Englishtown, N. J.
Dennis Auto Supply Co., Richmond, Va.	Myers, Geo. W., Harrisburg, Pa.
Drennen Motor Car Co., Birmingham, Ala.	Ohio Rubber Co., Cleveland, O.
Drury & Kelley Hdw. Co., Cadillac, Mich.	Post & Lester Co., Hartford, Conn.
Donnan Hdw. Co., Richmond, Va.	Russell Hdw. Co., McAlester, Okla.
Fisher Bros. Paper Co., Ft. Wayne, Ind.	Semmes Hdw. Co., Savannah, Ga.
Fox Bros. Hdw. Co., Pine Bluff, Ark.	Stratton & Terstagne, Inc., Louisville, Ky.
Gladstone Tyre & Supply Co., New York, N. Y.	Shannanhan & Wrightson Hdw. Co., Easton, Md.
Gunby Co., L. W., Salisbury, Md.	Schelly & Bros., Allentown, Pa.
Heitmann Co., F. W., Houston, Tex.	Sullivan Tire Co., L. E., Washington, D. C.
Harper & McIntyre Co., Ottumwa, Ia.	Thomas-Ogilvie Hdw. Co., Shreveport, La.
Hatcher Co., A. S., Macon, Ga.	Teague Hdw. Co., Montgomery, Ala.
Inter-Mountain Electric Co., Salt Lake City, Utah.	Townley Metal & Hdw. Co., Kansas City, Mo.
Janney, Semple, Hill Co., Minneapolis, Minn.	Trautwein Tire & Rep. Co., Brooklyn, N. Y.
	Wyeth Hdw. & Mfg. Co., St. Joseph, Mo.

G & J	Stalwart	"G"	Plain
Cord	Tread	Tread	Tread



G. & J. TIRE COMPANY

1790 Broadway, New York

A DURABLE POLISH



The International Sales Company, of Los Angeles, are manufacturers and distributors of "Duro-Lac," a high-grade polish and cleanser for automobiles, furniture and all varnished or enameled surfaces requiring a high polish. It has been thoroughly tried and tested under most adverse conditions.

Frank B. Webster, well known to the trade in these lines, is in charge of the sales and reports every indication for a large sale.

Merchants who desire a polish they can recommend with the knowledge that it will do all that is claimed for it will find this a durable article to sell.

The B. & W. Hardware Co., 411 N. Broadway, Pittsburg, Kan., requests catalogs on automobile accessories.

Visness & Olson, Lisbon, Ill., request catalogs on dog collars, fishing tackle, tents and general sporting goods.

C. E. Lucas has bought the hardware and sporting goods stock of T. Van Ausdel, at Revere, Mo., and desires catalogs.

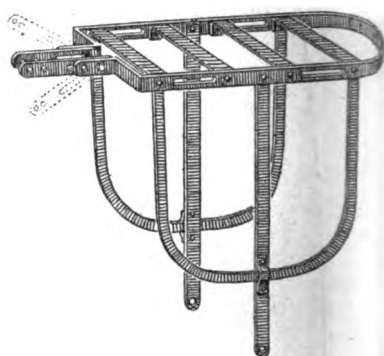
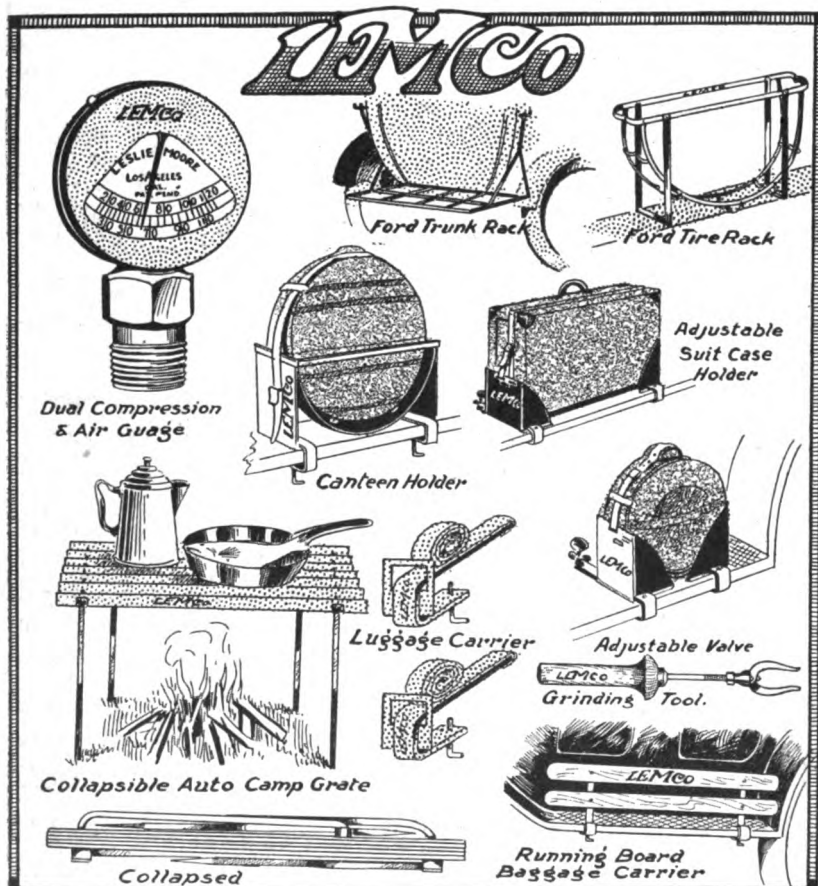
Greenburg & Son, Waterbury, Conn., who recently added automobile accessories to their stock, request catalogs on same.

"HARDWARE WORLD" NEEDED.

We are very much impressed with the "Hardware World," and the spirit which characterizes it, and we are glad to enclose our subscription.

It is truly a hardware publication that is "taken home at night and read from cover to cover."

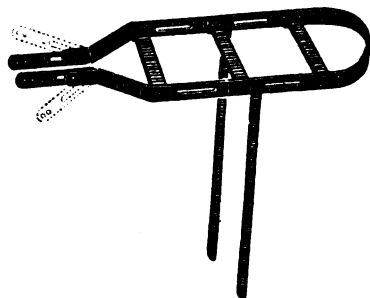
J. H. VAWTER,
President Illinois Retail Hardware Association, Salem, Ill.



Adjustable to Any Type of Bicycle

18-Inch Drop Frame, or 20 or 22-Inch

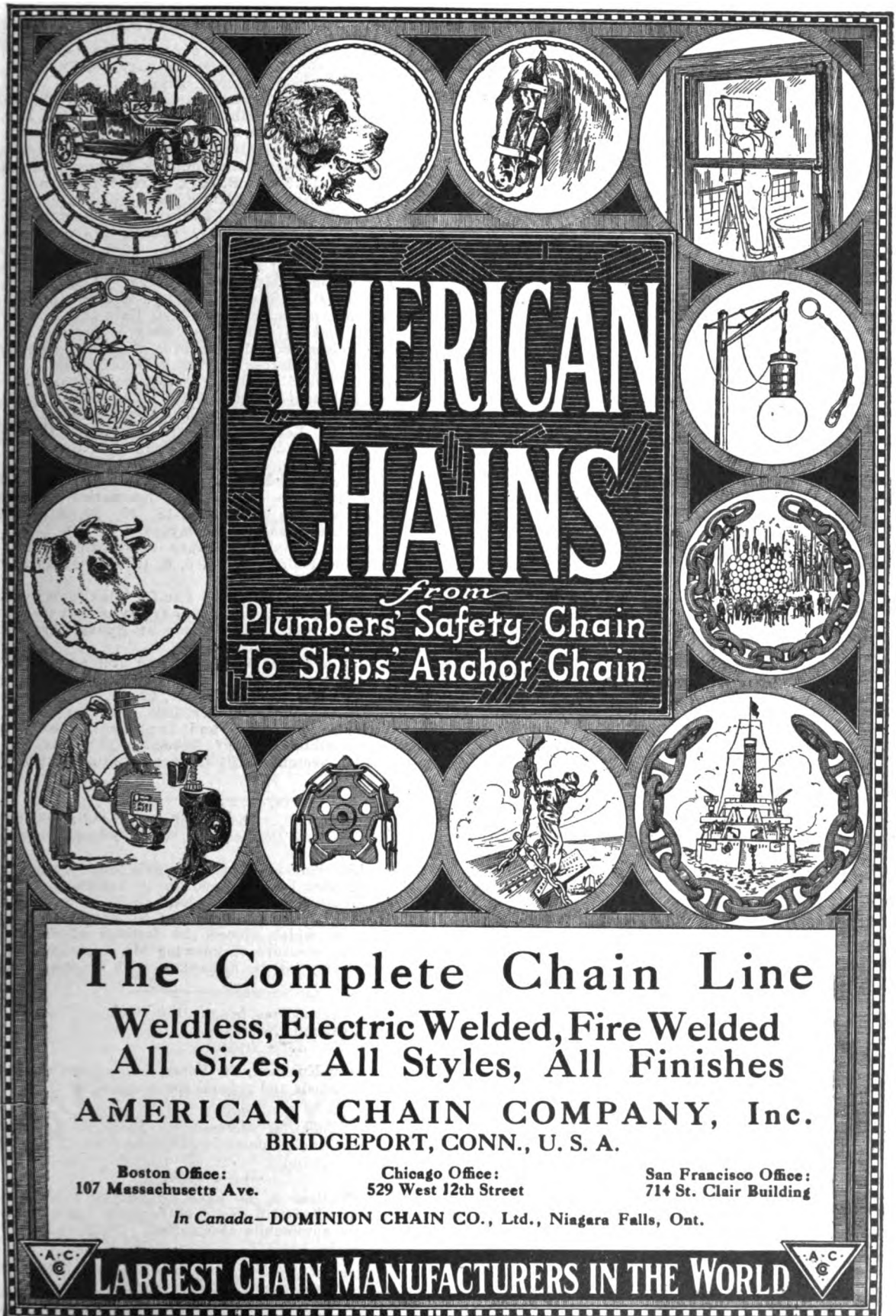
Provisions for Straps on Both Types



FOR SALE BY ALL JOBBERS ON PACIFIC COAST

MANUFACTURED BY

LESLIE E. MOORE, Inc., 1042 S. Olive Street, Los Angeles, Cal.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line
Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes
AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

DEATH OF SONS OF TWO WELL-KNOWN HARDWARE MEN

We have been advised of the death of Lieutenant John F. Richards, of the Air Service, son of J. F. Richards, of Richards & Conover Hardware Co., Kansas City, Mo., also of Lieutenant Alvin N. Seith, son of Charles Seith, of the George Worthington Co., Cleveland, Ohio.

Doubtless in the closing days of the war many other hardware men have been called upon to make the supreme sacrifice, and were their names known they would be included in this item, in extending to the bereaved families the sincere sympathy of one whose son has also gone to his Gethsemane.

It is hard to think or write of these fine young men, many of whom were just entering manhood, others having been fitted for a career or business, which for the time being, they gave up that they might respond to their country's call.

It is only those to whom this great sorrow has come who can understand in any degree just what it means to those families from whom these lives have gone.

It is hard to reconcile one's self to the fact that now with our men returning, these sons of ours cannot come back. It is a solemn experience.

Treasure can in a measure be restored, but the lives of men who had been well fitted to play a part in the world's development can never be replaced.

It is encouraging, many times, to remember that "failure is often that early morning hour of darkness which precedes the dawning of the day of success." The dawn of the day, however, will not come without a struggle which forces back the fleeing shadows.

It is hard to meet misunderstanding and apparent defeat, but if you stand the test and do not lower the flag of your ideals, you may be comforted by the thought that if you do the best you can, you are on your way to the mountain top where the sun always shines.

Bernthal Love has bought the hardware stock of R. Bay at Leader, Saskatchewan, Can., and desires catalogs on automobile accessories.

Broghamer & Kittlesby, successors to the firm of Broghamer & Helwig, at Calmar, Ia., request catalogs on fishing tackle and general sporting goods.

Harry Boutelle, who has bought the business of the Goodhue Hardware Co., at Glendale, Cal.; the Standard Hardware Co., which purchased the stock of G. C. Farnsworth at Tripoli, Ia.; L. M. Corn, purchaser of the hardware business of C. A. Moon, at Troy Mills, Ia.; Joseph H. Dukes, who has taken over the hardware store of Long Bros. at Pauls Valley, Okla., and A. F. Leppin, who has purchased the stock of Gerstenberg & Leppin at Pflugerville, Tex., desire catalogs on general sporting goods.

COMING CONVENTIONS

Indiana Retail Hardware Association Convention and Exhibition—Indianapolis, January 28, 29, 30, 31, 1919. M. L. Corey, secretary, Argos.

Wisconsin Retail Hardware Association Convention and Exhibition—Milwaukee, February 5, 6, 7, 1919. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition—The Coliseum, Des Moines, February 11, 12, 13, 14, 1919. A. R. Sale, secretary, Mason City.

Pennsylvania and Atlantic Seaboard Hardware Association Convention and Exhibition—Pittsburgh, February 11, 12, 13 and 14, 1919. Sharon E. Jones, secretary, Fulton Bldg., Pittsburgh, Pa., after September 1.

Michigan Retail Hardware Association Convention and Exhibition—Kalamazoo, February 11, 12, 13, 14, 1919. Arthur J. Scott, secretary, Marine City. J. Charles Ross, manager of exhibits, Kalamazoo.

North Dakota Retail Hardware Association Convention—February 12, 13, 14, 1919. Place to be decided on later. C. H. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention—Chicago, February 17, 18, 19, 20, 1919. Headquarters, Hotel Sherman. Leon D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention—St. Paul Auditorium, St. Paul, February 18, 19, 20, 21, 1919. H. O. Roberts, secretary, 1032 Metropolitan Life Building, Minneapolis.

Ohio Hardware Association Convention and Exhibition—Columbus, February 18, 19, 20, 21, 1919. James B. Carson, secretary, Dayton.

Nebraska Retail Hardware Association Convention—Omaha, February 3, 4, 5, 6, 1919. Nathan Roberts, secretary, Lincoln.

Secretary Lucas, of the Pacific Northwest Hardware & Implement Association, advises us that the date for the 14th annual convention at Spokane will be January 15th, 16th and 17th.

Mountain States Hardware and Implement Association Convention and Exhibition—Brown Palace Hotel, Denver, Colo., January 21, 22, 23, 1919. W. W. McAllister, secretary, Boulder, Colo.

Oklahoma Hardware and Implement Association Convention, Oklahoma City, December 10, 11, 12, 1918. W. B. Porch, secretary, 204 Indiana Building, Oklahoma City.

John Lipscomb, treasurer of the Woodlawn Hardware & Furniture Co., Seattle, Wash., passed away recently at his home.

Mr. Lipscomb was of a lovable disposition, and highly regarded by his associates in business.

The Retail Hardware Dealers' Club, of Seattle, of which he was an active member, adopted resolutions of sympathy which voiced the feelings of everyone who had the pleasure of knowing Mr. Lipscomb.

His passing will be learned of with sincere regret.

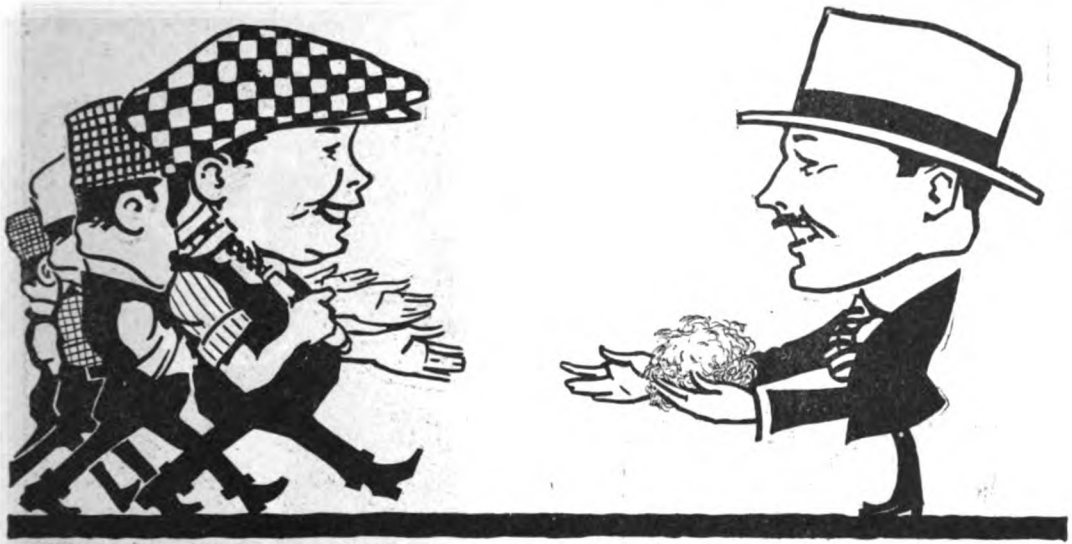
A. R. Thomas has bought the stock of Thomas & Sunday, Bushnell, Nebraska.

Krause & Kuennen, St. Lucas, Ia., request catalogs on baseball goods and general sporting goods.

Wesley Johnson, successor to Fleck & Kaufman, Fort Dodge, Ia., requests catalogs on general sporting goods.

J. E. Wallace & Co. have established a hardware business at Olive Hill, Ky., and requests are made for catalogs on automobile accessories.

The Camden Hardware Co. has commenced business at Camden, Illinois, and requests catalogs on automobile accessories, bicycles and fishing tackle.



Welcome to the man who introduced us to Royal

Royal Waste Cleans best because

- it is made of tested materials procured from selected sources.
- it is mixed with a care emphatic.

—it is sorted, hand picked and refined to an absorbent, dirtless, splinterless cleanliness.

Royal Waste is standardized and guaranteed for uniform quality 6 per cent "tare" (wrappings), even weight.

One of the twelve Royal grades is best for your need of service and price.

The six white grades are Baron, Count, Czar, Duke, Earl, Emperor.

The six colored grades are King, Marquis, Mikado, Prince, Rajah, Sultan.

"Producing the Fittest in Waste" is worth writing for on your letterhead.

The Royal Sampling Catalogue can be had of your jobber or us.

You can follow the big National Royal Magazine campaign with profit.



ROYAL MANUFACTURING CO

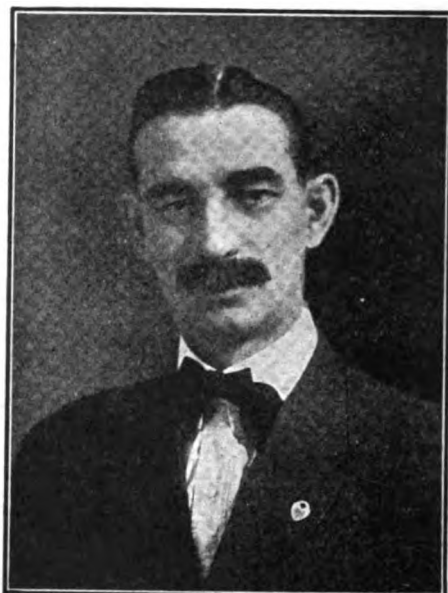
General Sales Offices and Plant
RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street
Chicago Office—Peoples Gas Bldg.
Pittsburgh Office—Oliver Bldg.
St. Louis Office—Pontiac Bldg.
Boston Office—Rice Bldg.
San Francisco Office—Wells Fargo Bldg.



H. J. HODGE, Secretary.



E. E. LUCAS, Secretary.

One of the largest conventions of the year will be that of the Western Hardware and Implement Association, which will be held at Kansas City, Mo., January 14-16.

H. J. Hodge, the veteran secretary, is a hard worker and to his efforts more than that of any one man is due the growth of their association and the success of their conventions.

Mr. Hodge's modesty would protest our saying this, but we know it is a fact—he would say because it is that he had good cooperation, and that is also a fact.

MOUNTAIN STATES HARDWARE CONVENTION

W. W. McAllister, secretary of the Mountain States Hardware and Implement Association, informs us that every indication is for a very enthusiastic convention, which will be held at Brown-Palace Hotel, Denver, Colorado, January 21, 22 and 23.

The Mountain States Association convention this year promises to be the best one they have ever held.

HARDWARE WORLD the One They Take Home

As advertising agents we naturally receive hundreds of magazines and publications.

The **HARDWARE WORLD** is the one that the writer always takes out of our file to take home at night to read.

It is up to date in every way, it is alive, and whether one is a hardware merchant or salesman, he must get a great deal of good out of it.

If it appeals to us to such an extent, how much more must it appeal to hardware merchants and salesmen.

CURTIS-NEWHALL COMPANY.

OREGON, WASHINGTON AND IDAHO DEALERS PREPARE FOR THEIR CONVENTION

Secretary Lucas, of the Pacific Northwest and of the Oregon Hardware and Implement Dealers' Associations, reports that every indication is for a large attendance and most enterprising convention of any they have ever held, this month.

Those who have attended previous conventions know what this means, for these associations have established a high water mark.

Merchants in the Pacific Northwest know that they are amply repaid for the time spent in attending such gatherings.

FINDING THEIR WANTS

W. H. Cavan, hardware dealer of Delhi, N. Y., hit upon a good plan when he sent out by mail to a selected list the following letter:

My Dear Sir: Mark a cross (x) before each item you are going to buy this year, return the list to us in person and receive any 25-cent article in our store free. The following are some of the many things we wish to call your attention to:

Here followed a list of many articles in hardware, plumbing, heating, paint and oil, glass and farm machinery lines.

The suggestion might help your business.

A. W. Behrends, Ledyard, Ia., wants catalogs on automobile accessories and fishing tackle.

The Holter Hardware Co., Spokane, Wash., now operate the business of McGowan Bros., which they purchased some time ago, under their own name.

No. 2690
Eveready CARTRIDGE
Daylo

No. 2629
Eveready
SOLDIER
BOY
Daylo

No. 3651
Eveready MILITARY
Daylo

The New EVEREADY Military Daylos

It is safe to predict an enormous demand for this new number, particularly among men in the service and their friends and relatives, to say nothing of the demand that will come from civilians in every walk of life who are bound to recognize in the military Daylo a light of the broadest possible utility for use indoors and out.

FROM ANY JOBBER IN DAYLO MATERIAL IN THE UNITED STATES AND CANADA



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY
PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.



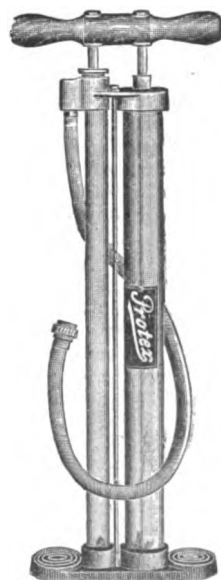
Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

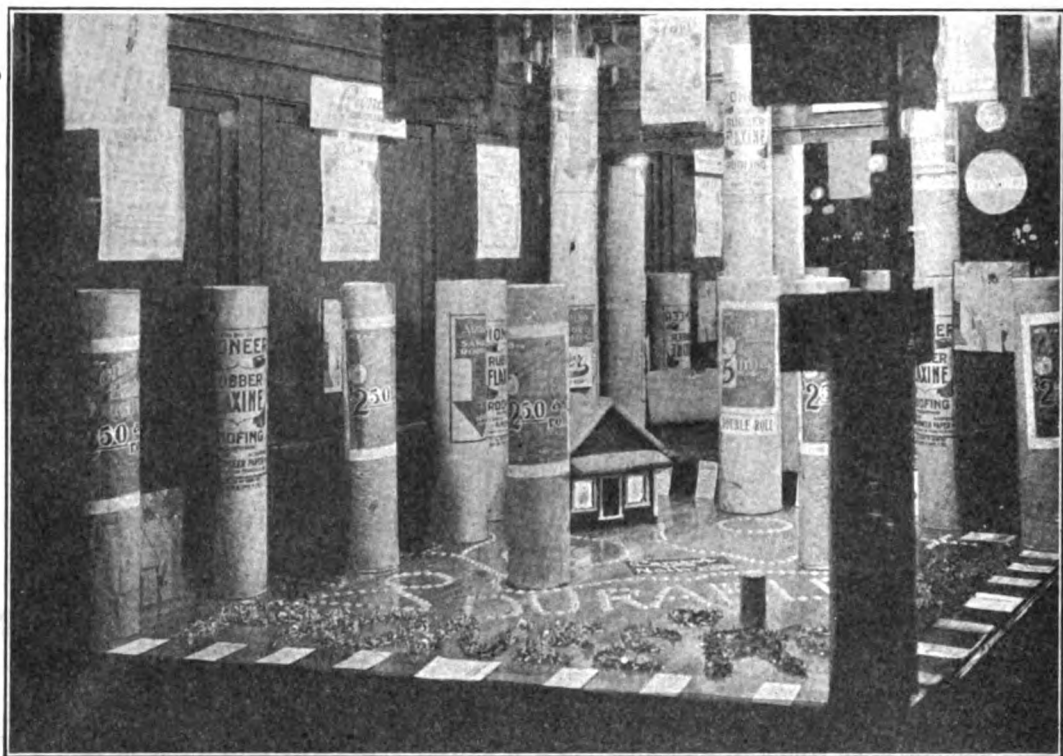
Other Protex Products

Tire Removers	Connecting Rod Wrenches
Tire Gauges	Double End Spark Plug
Tire Holders	Wrenches
Fire Extinguishers	Piston Ring Compressors
Oil and Grease Guns	Breather and Oil Fillers
Triple Socket Wrenches	Tire Pumps
Combination Wrenches	

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.
13-15-17 N. Jefferson Street Chicago, Illinois





PRIZE WINDOW DISPLAY

In a contest recently conducted by the Pioneer Paper Company a \$50.00 Liberty Bond was offered to the merchant who made the best sales window display of their products, decision to be based on the photos submitted by the contestants. The first prize was awarded to E. P. Boggess, of Pomona, from among a large number. The care and pains to which Mr. Boggess went to make an attractive display was evident at a glance, although, as he says, the photo itself does not do full justice to it.

The miniature cottage was roofed with Pioneer Roofing, the layout of the grounds and walks, as well as the arrangements of the roofing, made an attractive display.

Mr. Boggess is an enthusiastic Pioneer Roofing merchant and sales resulting from this display, fully justified him in making it in addition to the prize which has been awarded him.

COLE NOW JOHNS-MANVILLE OMAHA OFFICE MANAGER

The H. W. Johns-Manville Co. announces, with deep sorrow, the death of Charles F. Simms, for many years manager of its Omaha office.

Mr. Simms was associated with the company for nearly thirty years and played no small part in the development of its Western enterprises. A man of sterling character, loyal, faithful and of pleasing personality, he enjoyed the love and respect of all who knew him and who now miss him keenly.

S. E. Cole, who has succeeded Mr. Simms in the management of the Omaha office, is a man of wide and varied Johns-Manville experience, eminently fitted to carry on the good work of Mr. Simms in developing the interests and cultivating the goodwill of the company's clientele.

Mr. Cole has been active in various fields of Johns-Manville endeavor. He knows the Johns-Manville line in all its phases, is a capable executive, and is thoroughly imbued with the spirit of Johns-Manville service. More recently he has gained particular distinction through his work as architects' representative throughout the Middle West.

Mr. Cole's many friends in all parts of the country congratulate both him and the Johns-Manville Company on his appointment, and wish him a rich measure of success in his new field of endeavor.

The following are interested in catalogs on general sporting goods: Edwin Urfer, purchaser of the stock of Edwin Urfer & Son, Batavia, Ia.; the Groff Hardware Co., a new firm at Decorah, Ia.; Edward Alleman, purchaser of the stock of W. W. Wheeler, at Mitchell, Ia.; Bakka & Son, who now own the stock of E. J. Sandvig, at Roland, Ia.; E. P. Clarke, purchaser of the stock of Clarke & Goodall, at Wellton, Ia.; Day & McCormick, successors to Grubbs & Benton, at Winchester, Ky.; John P. Sheedy, who bought out James Cogley & Sons, Emmett, Mich.

H. L. Hawkins recently purchased the business of Sam Lachner and is consolidating his hardware and grocery business at Princeton, Idaho.

JUST ANOTHER EVIDENCE

There is an old saying that it surely pays to advertise, and it certainly does in the **HARDWARE WORLD**.

You remember some time ago you published an item with reference to our Fly Spray business. To-day I received a letter from a large institution in Manila, Philippine Islands, asking prices on my fly remover.

I am telling you this simply to let you know of the influence of the **HARDWARE WORLD**, this being an evidence of its wide circulation.

J. H. VAWTER.

"HEXALL"

"Trade Mark Reg. U. S. Pat. Office"

SOCKET WRENCHES

"HEXALL" RATCHET WRENCH NO. 2.
7-inch handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1½ lbs.

Also Manufacturers of **THE BABY HAMMERLESS REVOLVER**

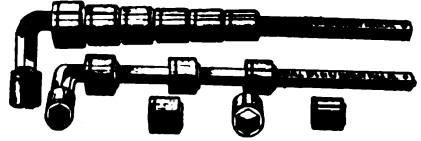
Write for Our Catalog of Good Sellers, Today

R. F. SEDGLEY, Manufacturer

2311-13 North 16th Street, Philadelphia, Pa.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

**"BREAK ANY
SEDGLEY
WRENCH
AND WE
REPAIR IT—
NO CHARGE"**



"HEXALL" SOCKET WRENCH NO. 5.
A splendid tool. 10¼-inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 oz.

ROSE TIRE PUMPS

ARE

universally acknowledged as quality tire pumps.

OVER

1,000,000**Rose Tire Pumps in Use
and Over**

1,000,000 satisfied users. Quality material and extra care in manufacture is the reason.

EVERY ROSE PUMP

is tested three times before leaving the factory to detect any imperfection.

LAST, BUT NOT LEAST,

Every Rose Pump is guaranteed to give satisfaction and will be replaced by the manufacturer if it fails to do so.

J. H. HANEY

Dept. C

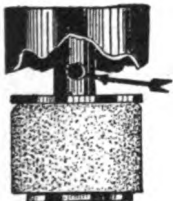
Hastings, Nebraska

Manufacturer of Rose Pumps, Rose Grease Guns, Fan Belts, Clutch Leathers.



Extra-heavy special hose. 5-ply. 9-16 in. outside. 8-16 in. inside.

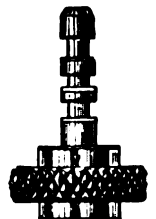
Every hose tested before attached to the pump.



Patented valve, permitting the air to pass to the barrel of the pump without forcing the cupped leather from the walls of the cylinder.



Special heavy steel barrel polished inside. 18 gauge seamless. 1¼ in. and 1½ in. inside measurement.



Special connection turned from solid stock.

A GRAVEYARD OF LOST MILEAGE

(Goodyear Tire News)

Not a tombstone marks its resting place. Nothing to shelter its weary and abused carcass from the sting of the elements. It is forgotten—gone to the graveyard of lost mileage, where only the winds sing its requiem and the grass lies trodden and dead.

It was a good tire once, but its cruel master's best treatment was only abuse and it could not long endure the torture. He drove it into the curbing, he always stinted its very breath, it never had enough air; when it grew chapped and raw he let it go till the mud it was compelled to wallow through would seep into its carcass and destroy its vitality; he let its cuts and sores stay open, and he rode it on uncomfortable steel rails, yet it remained faithful to the last—faithful until its poor old sides, weakened and raw from ill-treatment and exposure, could no longer hold together.

It got only a curse then—an ugly curse, as if it alone should shoulder the blame for its sad ending. So now it lies out there in the graveyard of lost mileage, a weebegone figure with a gaping hole in its side. Its life of service was brought to an untimely end and its master would not give it another chance. He took it back to the man that had owned it first and demanded another to take its place, because he was too proud to use it again after it had been doctored and made well.

And then it was sent back home again, but what a sad homecoming. No gentle hands caressed it and patted its poor old sides. Rough hands grabbed it viciously and threw it out on a pile of others that had come back for the same reason, and then without music or flowers they were borne to this field out back of their home and left unburied and unmourned.

But to make this elegy complete let us add a little note of cheer and give these poor tire souls out in the graveyard of lost mileage a little hope for the future—a future that should have been theirs, had not abuse prevented it, or if they had been sent to the hospital and nursed back to health again.

Yes, many of them will spend a while under the surgeon's knife, they will have a new side grafted in, maybe, and then will be cured. A bright and useful life will once more be theirs, brighter because of the great good they will be doing for millions of other tires who haven't given up the ghost. They will be experimented on by doctors, who will test out the best way to heal others.

Don't throw away your old tires without giving the tire repairman an opportunity to bring those lost miles back.

Read & Marsee, Petersburg, Ind., want catalogs on automobile accessories.

MORE EVIDENCE FOR DEALERS

Here is just a little more evidence that enterprising dealers in automobile supplies should handle Dixon's Graphite Automobile Lubricants.

The following letter is one from the Lowe Motor Supplies Co., New York City:

"We are today handling more Dixon's Graphite Automobile Lubricants than all other kinds combined.

"We attribute our success with your lubricants to the following facts:

"Good goods.

"Liberal advertising.

"Your policy of cooperating with the dealer.

"We have entire confidence in the Dixon Company and its products and appreciate the assistance we receive, and are willing to cooperate with you at all times.

"LOWE MOTOR SUPPLIES CO.,
"F. Lowe, Pres."

T. L. PARKHURST GOES TO CHINA

T. L. Parkhurst has been appointed assistant manager of Getz Bros. & Co., of Shanghai, China office.

Mr. Parkhurst is an experienced hardware man, in fact that has been his life business. He begun with Hawley Bros. Hardware Co., of San Diego, and later spent eight years with Union Hardware & Metal Company and ten years with Baker, Hamilton & Pacific Co.

Getz Bros. are known as importers and exporters of "everything that is grown or manufactured," and maintain offices and representatives at Harbin, Kobe, Tokio, Tientsin, Hong Kong, Singapore and Java.

Their head office in the United States is at San Francisco.

Mr. Parkhurst's experience should make him a valuable addition to their office.

MOTOR MERCANTILE COMPANY'S NEW CATALOG

The Motor Mercantile Co., Salt Lake City, Utah, have issued an attractive auto accessory catalog of more than 250 pages.

This is one of the most attractive of the kind ever issued by an accessory house. It is complete in every detail, and gives information which every buyer and merchant likes to have for ready information.

This has been an expensive catalog to issue, yet they will be glad to send a copy to any of our subscribers who may be interested.

A. D. McMullen, the President, recently returned from an extended Eastern trip among the manufacturers. There is an optimistic feeling in auto accessory lines all over the country, and they expect 1919 to be a banner year.

Sauter & Dixon, Galesburg, Ill., desire catalogs on automobile accessories.

Schram & Ware, Inc., jobbers and manufacturers' representatives at Seattle, Wash., report a splendid business outlook. They are handling the lines of such well-known manufacturers in their territory as: Tinnerman Stove & Range Co., Gendron Wheel Co., Voss Mfg. Co., Coffied Mfg. Co., H. Wetter Mfg. Co., Dangler Stove Co., American Wringer Co.

All Garages should use them! **ROMORT SPECIALTIES**



Style B

ROMORT AUTOMATIC AIR VALVES stop the waste of "free air" which costs you real money. A guaranteed device that will stand the hardest usage.



Style A

Air is released only when valve is pressed onto the tire.

Style A, list price.....\$3.00
Style B, list price.....\$1.00

All jobbers carry ROMORT SPECIALTIES

Manufacturers

ROMORT MFG. CO.
OAKFIELD, WIS.



Price \$2.50

ROMORT ENGINE CLEANER

Has no equal for removing dirt and grease from automobile engines. Does its work quickly and thoroughly. Easily operated.

Price, \$3.50



Price, \$1.50

ROMORT TIRE TESTER ATTACHMENT

holds your gauge to our air valves,

Sales Dep't,

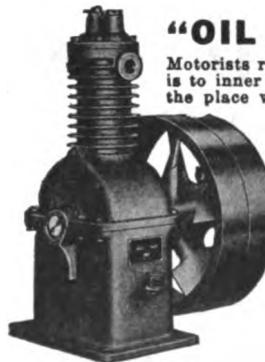
The Zinke Company,

1323 S. Michigan Ave., Chicago

"STRICTLY A QUALITY PRODUCT"

HERCULES SPARK PLUGS

ECLIPSE MANUFACTURING CO.
INDIANAPOLIS U. S. A.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mch. Co.

1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



HARDWARE MEN MAKE GOOD

It has been impossible for the **HARDWARE WORLD** to keep track of the thousands of patriotic hardware men who voluntarily responded to their country's call, and who have seen service in France.

Every section of the country responded loyally and enthusiastically when we were once told of the need.

The **HARDWARE WORLD** has always resented the unjust imputation that the reason we did not take action in the earlier stages of the war, when we knew that France and England were so loyally protecting and fighting for humanity was because our "country was not ready for it," that is to say, the "people would not back up the President."

We believe there was never a more unjust accusation against Americans, but on the other hand, if we had not been told to keep "neutral" and "not to rock the boat," but had been kept fully informed, America would have been ready to enter the war at the first call.

These are the reasons why America was said to be "asleep," and not concerned with the causes of the war. It was because we were misled, or were not given the facts, but when the time came and the call was made, after we had been forced into it, see with what enthusiasm and loyalty the youth of the country responded.

As is always the case in matters of this kind, it was those men who had been taught the ideals for which America stood, who knew something of her history, her constitution and the principles upon which

our government was founded—these men, who have been termed the flower of the country, who responded even before they could be equipped with the necessary means of protection.

Thousands of lives would have been saved had the means of effective defense and fighting been at hand, but as it was, we had to depend upon our allies to give what arms they could spare. So it was that thousands of America's youth went to their death by reason of lack of preparation.

The work of two young men, of whom we know, is typical of thousands of hardware men the country over. They were J. B. Roberts, an auto accessory traveling salesman of the Union Hardware & Metal Co., and Corporal Oran L. McPherson, of the order department of the same institution.

Lieutenant Roberts enlisted as a private, but during a battle in which his superior officer was wounded, he took command of the men like a veteran. He won promotion by reason of his valor in battle.

The Union Hardware & Metal Co. are expecting him to be back on the road again soon.

O. L. McPherson also won his promotion for foreign service, and, as he says, has spent considerable time at the front dodging shells and machine gun bullets, gas attacks, etc.

Their friends in the institution and among their customers will be glad to know that both of them will be expected home before long.

NEW PORTLAND ATKINS MANAGER

Mayrant Connor, who for many years was connected with the Pacific Hardware & Steel Co., later was manufacturers' representative in San Francisco, is now manager of the Portland branch house of E. C. Atkins Co.

The John W. Tuthill Lumber Co., Fulton, S. D., request catalogs on fishing tackle.

Edward Stewart has purchased an interest in the Cass-Smurr Dameral business, Los Angeles.

R. C. Rice, president of the Turner Hardware & Implement Co., Modesto, Cal., has been on a visit to Eastern factories, and is especially interested in looking up the merits of various tractors, as he plans to go more aggressively after this trade in the near future.

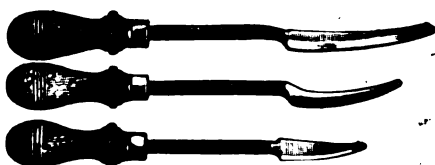
Hazard & Gould, San Diego, Cal., have leased the four-story building formerly occupied by them for a number of years, in which they will carry a stock of heavy hardware and mill business. They will also carry a complete line of contracting supplies, engines, motor pumping plants and general machinery. W. G. Penn will be the manager.

MOUND



TOOLS

FOR THE AUTOMOBILE



STANDARD FOR 20 YEARS

Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Send for Catalog

Pacific Coast Representative
Mayrant Connor, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU
GET FROM THE**

**Red Seal
Dry Battery**

**"THE GUARANTEE PROTECTS YOU"
AGAINST YOUR NOT GETTING SERVICE**

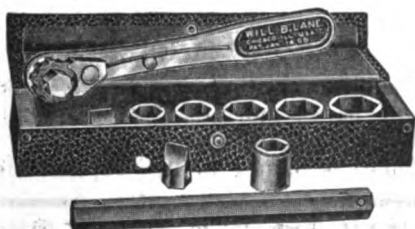
Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco
Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Ford Set

No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-grade steel and case-hardened.

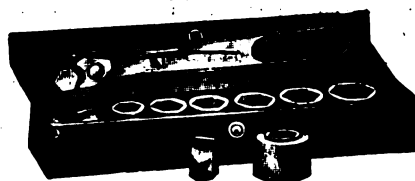
The Ford Set Contains:

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- Six sockets to fit all nuts and bolt heads on Ford car, including cylinder head.

Manufactured
... only by

WILL B. LANE

180 NORTH DEARBORN STREET



Standard Set

Handles drop-forged.
Manufactured and sold for past 10 years on merit.

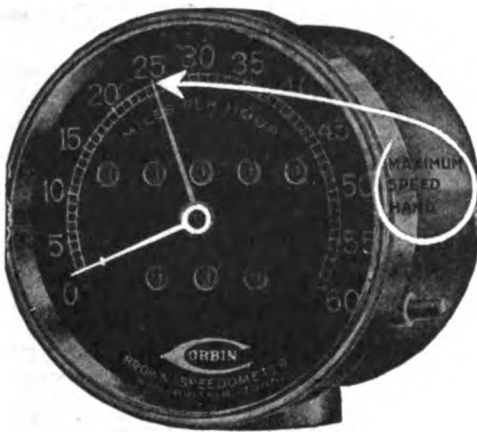
Handled by jobbers in all parts of the world.

Every part fully warranted

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows: U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{1}{2}$ in. A. L. A. M. Standard from 5-16 in. to 11-16 in. Can screw heads from 5-16 to $\frac{1}{4}$ in.

CHICAGO, U. S. A.



Not a Sale Now and Then

but a regular profitable turnover and an ever-increasing clientele of highly satisfied customers when you handle the

CORBIN-BROWN SPEEDOMETER

This line of highest quality, sturdiest built, longest service speedometers embraces a model for automobiles, motor trucks, motorcycles and special models for Ford cars.

It is a line for which there is a steady demand, because the reputation of Corbin-Brown Speedometers is one built on thoroughness of construction, simplicity of design, mechanical trustworthiness and absolutely faultless mileage and speed recording under the severest driving conditions. An unerring gauge of fuel consumption, tire service, vehicle performance.

An added feature, one of big, quick sales possibilities, is the Maximum Speed Hand. This exclusive device registers the highest speed attained on individual trips. It holds this registration until it is tripped back to zero, an operation which is instantaneous. Thus, while traveling rapidly, the operator can keep his eyes on the road ahead and avoid the danger of having to frequently read the speedometer.

[Catalog now ready. Send for it. Write also for our dealer terms]

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

VISIBLE CURB PUMPS MAKING THEIR WAY RAPIDLY TO POPULARITY

With the increased necessity and construction of service and filling stations throughout the country, the manufacture of self-measuring pumps has become almost an industry within itself.

This equipment has developed during the past few years with great rapidity. Perhaps the most recent and advanced improvement has been the visible measuring domes which are found on all of the newest pumps. Many pumps have this dome as part of the original units, but domes are made separately and can be connected with most any of the popular self-measuring pumps. The advantages of domes are many, principal among them that "seeing is believing." The automobilist particularly, and other buyers of motor fuel, are naturally attracted to a measuring device which actually shows them what is going into the storage tank. In the self-measuring dome five gallons of gasoline is automatically retained by means of a standpipe. This is the ordinary requirement and all that is necessary to fill a tank is to release the valve at the end of the filling holes and the five gallons then flows and can be seen until the last of it passes through the tank.

Scientifically, domes are more efficient, for there is not the slightest chance for measurements to be inaccurate and all grades of gasoline can be handled alike, while in the commoner suction pumps gasoline of varying gravity is not drawn in the same quantity.

J. J. Grootken, one of the leading manufacturers of automatic measuring pumps, particularly of the visible type, has had his early business experience in the oil industry. He was originally associated with the Muskogee Refining Company at Ardmore, Okla., and later with the Waters-Pierce Oil Company. In 1913, realizing the possibilities of the gasoline pump business, when at that time their manufacture was just beginning, he gave up his association with the sale of petroleum products and entered the manufacture of various kinds of automatic pumps. Mr. Grootken states that the manufacture of such units was forced upon the trade by a charge varying from one to two cents per gallon for transferring and pumping gasoline and other products. Today the most recent type of visible pumps does away almost entirely with faulty measuring, valve trouble and other inefficiency.

A FINANCIER

"I make it a practice to take a walk around the bank every morning," said Jiggs.

"Why?" asked Smith.

"There is money in it," replied Jiggs.

PETRY CUT-OUT



MOTOR MERCANTILE COMPANY**Wholesale****Exclusively**
**AUTOMOTIVE PARTS
EQUIPMENT
AND SUPPLIES**

Distributors for

Federal Tires, Cord and Fabric
 Metal and Oylene Oils, Gearcase and Cupcase
 Columbia Storage Batteries
 Stanley Self-oiling Springs
 Johnston Curtain Windows
 Ray Bee Spotlights
 Fafnir Bearings
 Zenith Carburetors
 Reliable Jacks
 Lenox Hack Saw Blades
 "Dri-Kure-Retarder" Vulcaniser
 Edison Mazda Lamps
 And a Complete Line of Mechanics' Tools and Garage Equipment

"Genemotor" Ford Starting and Lighting System
 Rives' Pedal Pads
 Arrow Grip Truck Chains
 Aluminate Solder
 Gitts Oil Cups
 Ford "Ever-Safe" Brake Shoes
 Raybestos, Non-burn and Thermoid Brake Linings
 Chase Auto Top and Upholstery Materials
 "Ele-Nie" Winter Fluid
 Vulcanizer Tools, Supplies and Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City


**FOR EVERY
MOTOR NECESSITY**

SEND FOR CATALOG NO. 250


WALDEN-WORCESTER, Inc.
 Worcester, Mass.

**LANE
"H-C" JACK**

 Placed
 Operated
 Reversed
 Withdrawn

 ALL FROM
 HANDLE END

WRITE FOR PRICES

**LANE BROS. CO.**

River St., Poughkeepsie, N. Y.


**Do Your
Customers
a Favor**

when they ask for joint compound, give them Dixon's. Then be ready to fill repeat orders. They will like Dixon's, for it is DIFFERENT.

**DIXON'S
GRAPHITE
PIPE JOINT
COMPOUND**

makes non-leak joints in steam, air, water, oil, brine and gas lines. The graphite lubricates the threads, making it possible to screw up joints tighter than usual and allowing them to be taken apart without trouble or damage to fittings. This feature makes a hit with property owners.

Write for Booklet No. 230-D.

 Made in JERSEY CITY, N. J., by the
Joseph Dixon Crucible Company


Established 1827





ATKINS HEROES

Here is rather an unusual photo, for which we are indebted to E. C. Atkins Co., as well as for the data accompanying it, which will undoubtedly be read with interest.

The French officer at the right of the picture, who is wearing the "Croix de Guerre" is Chr Royer, a man closely connected with the Atkins selling organization; a non-commissioned officer and interpreter who was with the American Expeditionary forces and is a partner of the Franco-American Company Buenos Aires. When the war started, he went to France and has taken very active part in the fight for civilization.

The one next to Chr Royer is H. Brun, who was sergeant-major in an infantry regiment which took part in the defense of Verdun and later in the thickest of the fighting on the other fronts. He is chief clerk of the F. A. H. Company, Atkins distributors.

The man with the heavy beard is A. Dutrut, one of the three partners of the F. A. H. Company, who was in the artillery for nineteen months of the war. Mr. Dutrut has many friends in the United States where he lived for a year. At the present time he is entirely imbued with the idea of introducing American hardware in France.

Lieutenant C. Bret, is the officer on the extreme left. He belonged to the famous 20th Corps, which took part in nearly all of the great French offensives since the beginning of the war. Sometime ago he was decorated with the "Croix de Guerre" for great courage and devotion. Before the war Mr. Bret was one of the F. A. H. Company's salesmen, who was very much interested in pushing Atkins Silver Steel Saws.

Many of our readers are familiar with the smiling countenance of Mr. Cahne, the gentleman in the civilian

attire, who is seated. Mr. Cahne is manager of the Atkins branch at 10 Rue Gustave Flaubert, Paris, France.

Last, but not least, is Mr. Desrues, who is affiliated with the F. A. H. Company. At first he was in the infantry, but just before hostilities ceased, he was specialist mechanic in the French Aviation Corps. It can be said of Mr. Desrues that he was one of the very limited number of business men who kept in close touch with his business almost daily by correspondence from one of the trenches on the Somme when in the infantry as well as later on, when attached to the aviation section.

Now that the great war is over, those of the above who have seen fighting will be just as much interested in the business of selling American made saws in France.

INTERESTING STORE PAPER

Denny & Jones, New Hampton, Missouri, publish occasionally what they term Padlox Store News.

Their December issue consisted of eight pages, illustrating a seasonable line of holiday goods, and contains many items of interest to their community.

It is of convenient size and will undoubtedly prove of help to them. They state it is a "try-monthly" store paper that they publish one month and try to get out again the next month. It is published with a view of making their goods and their store better known to their ever-increasing patronage.

Mr. Denny is vice-president of the Missouri Retail Hardware Association.

IT PAYS TO CACKLE!

Said the Little Puddle Duck to the Little Red Hen,
"I haven't sold an egg since I don't know when.
Business for me is a losing game,
But you seem prosperous just the same."

Said the Little Red Hen to the Little Puddle Duck,
"Business isn't always a matter of luck.
You work as hard and produce a line
Of eggs that are really as good as mine."

"Your merchandising methods you need to revise,
If you want to be successful, you must advertise.
Don't wait for buyers to hunt for you,
But tell your story, the way I do."

The Breslau Cash Hardware, Breslau, Nebraska, requests catalogs on sporting and athletic goods.

Jacob Howland, who has started in business at Hoyt, Kan., desires catalogs on automobile accessories.

Frank A. Keller has opened a store at Newburg, Ind., and wants catalogs on automobile accessories.

R. W. Christie, 2-4 East Western avenue, Muskegon, Mich., requests catalogs on sporting and athletic goods.

The Copeland Hardware Co., which has purchased the stock of M. W. Peterson, at Copeland, Kan., requests catalogs.



With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., 226 Fourth Street, Allentown, Pa.

COURTESY BROUGHT HIM THE BUSINESS

Here's an actual experience of a certain mid-western small town jeweler. It's needless to add that he does the best jewelry business in his town.

"When I first started in the jewelry business I worked for a man who could see only the dollar of today. He could not see the advantage of building for future business.

"One day, while he was busy in the back of the store, an ordinarily dressed man about sixty-five years old, came in. My employer did not think there would be a sale of any account, so he did not come forward, and the customer was left to me.

"The man had recently purchased, in a neighboring large city, a fine gold watch. He thought he had been cheated because the watch was not running. I looked at the watch and saw at once it was all right—he had forgotten to wind it. I told him the truth. I did not keep the watch just to run up a repair bill on him—as I easily could have done.

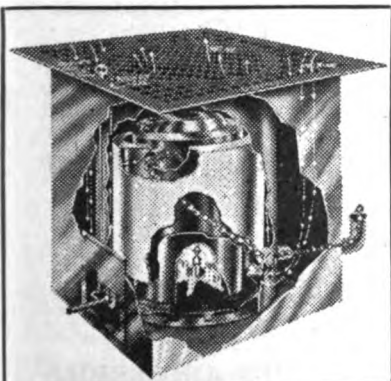
"When he'd left I supposed that I wouldn't see him again. My employer was very angry about the way I had handled the matter. He thought I should have taken the watch, "regulated" it and charged for repairs.

"I had forgotten all about the incident. One day while I was busy, the same old man and his wife came in. My employer started to wait on them, but they surprised him by asking for me. They said if I was busy they would wait, as I had told them the truth once and they could depend on me to do it again.

"Their daughter was to be married in a few days, and they bought a bill of over \$200 cash, from me. They have been among my best customers ever since.

"You bet, truthful courtesy pays in any business."

Be comforted occasionally by the thought that in the year which is past, the work you have done and the services you have rendered, have helped others more than you can ever know.



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

THE GLEEWOOD FLOOR FURNACE

Health—Comfort—Convenience—Economy

These points win instant favor and continued popularity.

Stock this new, valuable line.

Cash in on its large profits.

Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in
contents and label
that forces atten-
tion.

Prepare for calls—
you will have them.

We will gladly supply
samples.

Ask your Jobber for
DURO-LAC
Polish

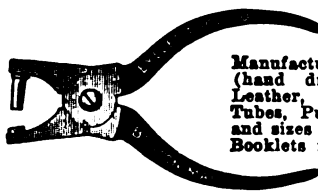
—the only source
of supply

International Sales Co.

522-526 West 9th Street

Los Angeles

MANUFACTURERS AND DISTRIBUTORS



EYELET TOOL CO.

Manufacturers of Punches and Sets
(hand drive and foot power) for
Leather, Cloth and Metal. Punch
Tubes, Punches and Dies. All kinds
and sizes made to order. Write jobber.
Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and
wanted throughout the building trades and represent
the easiest selling level stock on the market.

YOUR JOBBEE CARRIES THEM

J. SAND & SONS - Detroit, Michigan

BUTLER & BRITTAIN CHANGE NAME

Sloss & Brittain is the new name of the well-known San Francisco jobbing house, which was formerly conducted under the name of Butler & Brittain, Joseph Sloss being president and J. C. Brittain, vice-president of the institution.

For many years they were identified in the management of Miller-Sloss-Scott and the Pacific Hardware & Steel Co., with the latter institution up to 1908, and both have been active in the firm formerly known as Butler & Brittain.

With their previous experience and wide acquaintance it is but natural that the names should be indicative of the active members of the institution.

In announcing the change they state they will confine themselves to doing a strictly wholesale or jobbing business, offering the products of standard manufacturers under factory brands.

Contract has been let by the William J. Corbett estate of Tucson, Ariz., for the erection of a new store building, to be occupied by the Corbett Hardware Co., of which P. Van Kuren is manager, as soon as completed. The building will cost approximately \$20,000 and will have a frontage of 110 feet on one street and sixty-eight on another. Hi Corbett, a nephew of Mrs. Corbett, is assisting in the management of the business.

W. R. Pope, formerly in the banking business at Chowchilla, Cal., has purchased an interest in the business of Edward Layne, contracting and plumbing, at Fairmead, Madera, Cal. They expect to add a general hardware stock also.

EXTERIOR FLOOR PAINT

A porch floor is subjected to the severe wear accorded an interior floor and, further, it is more or less exposed to the deteriorating influence of wind, rain, snow, heat and cold. It must resist severe climatic conditions and sudden temperature changes; snow, ice and water stand on porch floors for days and weeks; the direct rays of the sun beat upon them.

A porch floor paint must be differently constituted from one used for interior surfaces.

It must be more elastic to meet with temperature changes; the pigment must be of the very best quality to prevent fading, and the vehicle, or combination of oils which carries the pigment and forms the protective film, must be water-proof.

Certain varnishes that are often added to the paint oils to give a more permanent gloss are turned white by contact with water. These cannot be used in a good quality of porch paint, for the oil mixed with it would not be sufficient to keep it from turning white.

The most careful selection of raw materials and their combination according to the most advanced practice, has enabled manufacturers of liquid paint to produce a product which fulfills all requirements for porch floor work.

Investigate the claims of the leading makers of paint, and then accept nothing but the best. It will cost you no more than an inferior coating, and it will be found to meet all these requirements and give perfect satisfaction. Colors are usually light and dark stone, fawn, light brown, lead and gray.

SPORT

Lady Visitor (to bride)—“So you are not getting tired of studio life?”

Artist's Bride—“Good gracious, no. It's most interesting. Jim paints and I cook. Then the game is to guess what the things are meant for.”

It takes a strong individual indeed to turn a handicap into an asset.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.)	\$39.00
Jobber's Assortment (12 Doz.)	15.80
Open Stock, all colors, per gross	15.60
2% Freight allowance, F. O. B. N. Y., 2% Cash.	

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdw. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

“Our Standard”



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES



Here is the Second Prize in the window display contest offered by the Pioneer Paper Company, and the Dressler Hardware Co., received \$25.00 in War Savings Stamps. They tell us that they sold twice as much roofing when their display was on than they had ever sold during the same period, thus proving the wonderful sales value of window displays for retail merchants. They made displays at two of their stores.

WHAT AN OFFICE SHOULD BE

An office is a funny thing: Each morning certain men
And certain girls and certain boys come into it again
And hang their coats on certain pegs, their hats on
certain hooks,
And sit them down at certain desks in front of certain
books.

They all have certain work to do in just a certain time,
Concerning certain dollars for a certain fixed per diem;
And then at just a certain hour, in sunshine or in rain,
They close their desks and hurry out to catch a certain
train.

An office is a tragic thing when that is all there is,
When each one has his certain work and certain way
of his,

And wallows in a certain rut and never seems to see
That there are certain other ones in life as well as he.
For we would find a certain fun in certain other ways,
If we would give a word of cheer on certain busy
days—

When problems vex, when certain things require a
helping hand,
Would give a certain sympathy that mortals under-
stand.

An office is a pleasant place—at least a certain kind
That has a certain brotherhood where day by day
you find

Some neighbor with a new idea he's glad to pass
along,

A certain sort of friendliness, a certain sort of song.
There is a certain duty that we owe to other men
To help them when they need a lift, to steady them
again.

An office can become in time, to man and girl and
boy,

A certain kind of fellowship, and work a certain joy.
—Douglas Malloch.

C. J. Gunderson has sold his interest in the hard-
ware business at East Stanwood, Wash., to C. W.
Cornell.

Elmer Lalton is preparing to erect a building at
Fertilla, near Riverside, California, and will install
hardware and implement stock.

The hardware firm of H. C. Eitel and Charles
Bryan, at Elbertson, Wash., has dissolved partnership,
Mr. Eitel continuing the business.

J. H. Gunn, of the firm of Gunn & Ferguson,
Healdsburg, Cal., well-known merchants, has disposed
of his interest in the business to E. B. Deakin, the
firm name being hereafter known as Ferguson &
Deakin, George P. Ferguson being a son of the senior
partner, who retired from business some time ago.



CAL-PA-CO
GUARANTEED
BEST QUALITY

556 CALPA00 O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%
Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID 100%
Cal-Pa-Co Pure Linseed Oil..... 90%
Cal-Pa-Co Pure Turpentine Dryer..... 10%

KELLY, THORSEN & CO.
Portland

JOHNS
STAYNER & DALY
Salt Lake City

Do You Know Any Paint as Good?

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles



The accompanying photograph demonstrates the exceptional uniformity in size graduations on side-ice style refrigerators that has been developed by The Alaska Refrigerator Company, Muskegon, Michigan. The step-up is uniformly two inches in width, one inch in depth and three inches in height. This splendid size range enables the merchant to meet practically every demand in taste, in purpose and purse; and permits him making a wonderful display without the necessity of carrying too many numbers on his display floor.

The same skillfully worked out uniform size graduation is carried out on both the lid and apartment styles, made by the Alaska Refrigerator Company. On the former, the uniform step-up is two inches in width, one inch in depth, and two inches in height; on the latter—three inches in width, one inch in depth, and three inches in height. Their 1919 catalogue will be sent gladly to anyone interested, upon a request direct to them.

SCARCITY OF RAZOR BLADES

The scarcity of razor blades is making an increased demand for Hatfield Complete Sharpening Machines.

Merchants who have installed these machines are finding it a very profitable business. Aside from that, it is bringing customers into their store.

The Hyfield Manufacturing Company, 21 Walker street, New York, will be glad to give full information to any of our readers upon request.

ADDITION TO PLANT AND EQUIPMENT

An unprecedented demand for its product has compelled the Ohlen Company to double its capacity, especially in the wood and metal band saw lines, in the past year but further additions are now found imperative. Accordingly, plans are now being drawn for a new building of concrete and steel construction which it is hoped will be completed before the end of the year.

The Tofft Hardware Co., at Lincoln, Cal., have moved into a new location.

The D. M. K. Company, of Holtville, Cal., are advertising they are disposing of their hardware and implement stock.

Elmer Layton is preparing to install a stock of hardware and implements in the new town of Fertilta, Cal.

F. A. Cole in charge of the hardware department of the Atascadero Hardware Co., Atascadero, Cal., is changing all the stock.

THE HARDWARE WORLD INDISPENSABLE.

In renewing our subscription to the "HARDWARE WORLD," we want to tell you that it is indispensable to our business.

We insist that every employe connected with our establishment read it.

It gives us great satisfaction to notice the inspiration they are able to receive from the many well edited articles in every issue.

It is our opinion that the "HARDWARE WORLD" is the best trade journal published.
D. F. MASON & SON.

PULL EASY ADJUSTABLE GARDEN CULTIVATORS

The Pull Easy Manufacturing Company are calling attention to their five-prong style Pull Easy Adjustable Garden Cultivator, which can be used as a rake when spread out the full width.

This is equipped with five teeth, made of channeled steel, guaranteed unbreakable. The points are convex for perfect scouring, and it has a handle four feet long.

The cultivator is 6 inches to 12 inches wide and comes packed half a dozen in a crate.

These products may be obtained from leading jobbers throughout the West.

The Pull Easy Manufacturing Company will be glad to give full information to any of our readers upon request.

SPLENDID LUBRICANT FOR BEARINGS.

When overhauling a car the wise motorist will not overlook the slightest chance for a needed repair or replacement. Especially now that a shortage of both new and used cars is certain, the greatest care in keeping the car in good running order is imperative.

Some of the most important parts of a car and the parts most susceptible to wear if not properly watched, are the bearings. Bearing failures are usually due either to improper adjustment or improper lubrication. One of the first rules of bearing lubrication is that the lubricant must not contain any water, acid, alkali or any kind of abrasive. Such substances will greatly affect the highly polished surfaces of races, balls and rollers.

According to engineers of the Joseph Dixon Crucible Company, the most satisfactory bearing lubricant is their mixtures of oils or grease and graphite. Selected flake graphite is used in Dixon's graphite automobile lubricants because of its ability to fill up minute holes in the polished surface of the bearing. It is said of flake graphite thus used as a lubricant, that "the more it is rubbed, the smoother it becomes." The oil or grease is used more or less as a vehicle to carry the graphite to the surface of the contact.

Wm. J. Kogler, is closing up the affairs of the Anaheim Hardware Co., and will combine the remainder of the stock with the Kogler Hardware stock at Orange, Cal.

THE ROAD TO VICTORY AND SAVING

Aluminum assisted in winning the war, not forgetting food, men, money and the other essential ingredients.

This fact is emphasized, moreover, because of the extensive use of the aeroplane, for aluminum was used in the construction of the war-planes that travel the cloud-piercing highway.

In the construction of each Liberty motor, for example, there were 45 pounds of aluminum used and as the normal production of these engines was about 10,000 monthly, about one and a half million pounds of aluminum were required by the makers of American aeroplane motors in the course of a year.

Aluminum, in fact, was a valuable war metal, being utilized in the production of motor transports, torpedo boats and the personal equipment of our 3,000,000 soldiers, each of whom slings an aluminum canteen over his back before going into action and eats from an aluminum plate and drinks from an aluminum cup.

"Aluminum also, can be rightfully considered a war-winning material even when segregated from the battlefield and the submarine-menaced seas," said George Vits, president of the Aluminum Goods Manufacturing Company, of Manitowoc, Wis., maker of the Mirro brand of household utensils.

"For aluminum utensils save money, time, heat and labor in the kitchens where they are used. Being more durable than utensils of any other ware, aluminum pots and pans need not be replaced so often. They also heat quicker and hold the heat longer.

"American housewives, apparently, recognized these facts of savings and did their share in winning the war in the kitchen, as evidenced by the growing demand for Mirro utensils."

ROTASTROP SHARPENERS

The Burke Manufacturing Company, Dayton, Ohio, are illustrating their Rotastrop Sharpener, which is counted a splendid machine with big profits for established hardware dealers.

They make a special introductory offer to dealers and will be glad to give full information to any of our readers upon request.

In the Pacific Northwest they are represented by Schram & Ware, Seattle, who will be glad to take care of any inquiries from their section of the country.

TAKES THE LEAD.

I want to congratulate you on the ever increasing merit of the "Hardware World."

It sure is chuck full of readable, interesting matter.

The "Hardware World" easily takes the lead of every hardware paper in the country; it certainly sets the pace. T. D. McLEAN.

HELPING THE DEALER SELL HIS ENTIRE LINE

(By John Brittin)

Probably more has been written about "dealer cooperation" than about any other phase of marketing goods. Field investigators have dug up a wealth of material upon which to predicate cooperative methods eminently satisfactory both to dealer and to manufacturer. The problem has been to find a sort of a common denominator in the execution of advertising and merchandising campaigns.

Sifting down all the data collected, we find the whole question may be summed up as follows: First, the manufacturer complains that the dealer is lukewarm toward and wasteful in the use of dealer helps; second, the dealer claims that the manufacturer wants the center of the stage every time—that the dealer's personality is subordinated to the manufacturer's importance as a national advertiser and that the dealer's knowledge of local conditions and his wide acquaintance among his neighbors is discounted.

Who is right?

Without waiting to find out, the Remington Arms Union Metallic Cartridge Company, Inc., New York, established a precedent in the firearms and ammunition field by assuming that the dealer is right. A booklet of "Ready-Made Advertisements" was compiled in which reproductions of free electrotypes are shown featuring the dealer's everyday products—not guns and ammunition. The illustrations were made by a noted cartoonist and possess a humorous touch sufficient to attract the reader's attention. The plates are intended for insertion in local newspapers, the space to be paid for by the dealer. The Remington Company figured that if the dealer was going to buy the space, his general stock of goods, rather than their goods, should be emphasized. Moreover, with the exception of the larger centers of population, guns and ammunition are handled by hardware and general stores. The exclusive sporting goods store is found only in the big cities.

These electrotypes, of course, mention Remington UMC products, although such commodities as stoves, lawnmowers, garden tools, fencing and kitchen ware are given preferred position in the advertisements. There is room at the bottom for the dealer's name and address. The booklet also contains electrotypes that deal exclusively with Remington UMC goods to be used at the dealer's option.

From the manner in which Remington UMC dealers throughout the country have called for and used these plates, it is evident that the advertisements have struck the right note and fill a real need in linking up the dealer's store with a nationally advertised product.

BUFFALO FORGE HOUSE ORGAN

In line with their policy to engender a family feeling among their big force of employees, the Buffalo Forge Co., Buffalo, New York, have meetings of their employees, which they term "house warmings."

These are extremely democratic gatherings. Everybody, from H. W. Wendt, general manager, down to the sweepers of the building, being present, and all uniting in a family gathering.

The construction of their new factory is of the saw tooth roof type with a number of large galleries, which will later be used as a machine shop. As these galleries have hardwood floors, when 1600 people, employees and friends, gather it may be imagined it is an enjoyable meeting.

Refreshments of cider, doughnuts, apples, etc., are served by the company.

They plan soon to issue a shop paper to further cement the good feeling among their large force.



UVEE MUFFLER

The International Steel Products Co., Hartford, Wis., are placing on the market the Uvee Muffler, a new building having been completed to undertake the manufacture of this muffling device in considerable quantity.

Automobile manufacturers have tried out this muffler with considerable satisfaction, and have made it part of their standard equipment.

The Moline Plow Co. and the Monarch Tractor Co. have also tested the muffler on their tractors with excellent results.

This muffler is not an improvement on the old type of muffler, but is a radical departure along scientific lines from any kind of silencing or muffling device heretofore used.

It not only silences the noise of the exploding gases, but automatically creates vacuum suction effect which results in the complete evacuation of the combustion chamber after each successive explosion.

It is claimed that in this way it keeps the combustion chamber free from carbon deposits, and allows the motor to develop its full power as a mechanical unit.

The International Steel Products Co. will be glad to give further information to any of our readers upon request.

NOTICE TO EXPORTERS

L. E. Townsley, manager foreign trade department, Paul R. Ruben & Co., 16 California street, San Francisco, Cal., leaves the last of January for China, Japan, Philippines, Dutch East Indies, Straits Settlements and Australasia, to establish resident agents at principal ports. Correspondence is invited with American manufacturers desiring to increase their foreign trade.

I. A. Lee and J. Kunzman are opening a hardware store at Blythe, Cal., handling full lines of hardware and house furnishings.

The past has given you experience. The future holds possibilities. Build upon the past, toward a brighter future, through the stern adherence to duty today.

As long as anyone is dissatisfied there's hope.

TOO VALUABLE TO BE LOST.

I have been going over my copies of the "HARDWARE WORLD" to make sure that all of them reached me, as they are liable to be lost in the mails coming this distance, and I find my November issue is missing. I should be glad if you would forward me this issue by return mail, as any copy of the "HARDWARE WORLD" is too valuable to be lost.

Yours faithfully,

G. A. STONE,
c/o E. W. Mills & Co.,
Wellington, New Zealand.

STANDARDIZATION OF DIXON'S LUMBER CRAYONS

For the convenience of their patrons, the Joseph Dixon Crucible Co., Jersey City, N. J., announces the following standardization of styles and colors in the Dixon line of Lumber Crayons, which for many years have been universally recognized as the standard in quality:

Black (Graphite)—

Dixon's No. 361	Medium soft, Japanned finish.
" 365	Soft, paper covered.
" 365½	Very soft, Japanned finish.

Colored—

Dixon's No. 494	Carbon black.
" 496	Yellow.
" 497	Terra cotta.
" 520	Red.
" 521	Blue.
" 521½	Soft blue.
" 522	Green.
" 523	Whita.

While Dixon's Lumber Crayons were originally designed for marking lumber, it is interesting to observe the broad scope of their use at this date, because of their distinctive qualities: They mark freely, the colors are vivid and remain so for a maximum period, and the crayons are exceptionally strong and long-wearing. Today, Dixon's Lumber Crayons are fully as necessary to the essential industries for marking on metal—the yellow color being especially popular for this purpose—as for marking on lumber.

While pressed from all sides for deliveries of Dixon's Lumber Crayons under present conditions, we are exercising the same constant care and vigilance to keep the quality up to the high standard that has made these crayons famous in nearly every country of the world.

FOR SALE

Hardware and Furniture business in the San Joaquin Valley, California. Small town, but very rich surrounding country. Will sell half interest to some one who can manage or will sell all. No dead stock, no fixtures to buy. The chance of a lifetime.

Address "O. H. & F. Co.," c/o HARDWARE WORLD.

POSITION WANTED

My contract as manager of a large hardware and implement company expires January 10th, 1919.

Will accept position in Oregon, Washington, California, Utah or Southern Idaho.

Salary desired, \$125.00. Ten years' experience, no bad habits. Married. Also can handle legal work. Credits and collections.

Must change to lower altitude on account of health of one member of family.

Address Box 339, Aberdeen, Idaho.

FOR SALE OR TRADE

On account of poor health, will sell \$8,000.00 capital stock to party who can take management of a well-established Hardware, Furniture and Implement business.

Also will sell my modern six-room bungalow.

This is A-1 proposition for a young man who wants to make money.

Address Box 339, Aberdeen, Idaho.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000.00.

Reason for selling on account of recent death of partner.

Established thirty years. Will bear investigation.

Address "L. O.," c/o HARDWARE WORLD.

Business Opportunities

WANTED

Second-hand 30-inch Tinner's Forming Rolls. Address H. Arons, 2602 Elm Street, Dallas, Texas.

Established Broker, calling on hardware jobbers and large retailers of Pacific Coast, would like additional lines. Best of references.

Address "A. B.," care HARDWARE WORLD.

FOR SALE

Old-established plumbing and sheet metal business in city of 5,000. Centrally located in U. S. Reclamation project. Best farming, mining and commercial trade. \$2,500.00. Address "X," care HARDWARE WORLD.

POSITION WANTED

By an experienced hardware man, who can fill a place full. Have had nine years' experience. Married and can furnish best of references. Address "P. A. C.," care HARDWARE WORLD.

FOR SALE

Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address "W. C.," care HARDWARE WORLD.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner.

Share will invoice about \$10,000.00. Good reason for selling. Must sell by January 15th or no sale.

Address "Colorado," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$8000. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

FOR SALE

Owing to the continued ill health of the owner, will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Calif.

FOR SALE

National Cash Register, No. 452, 6 clerk keys, 1c to \$99.99, used two years. McCaskey Credit System, 420 accounts, 2 banks with Cashier Window. Used three years (3). Warren Hardware Shelving. Good arrangement for any hardware store, 56 feet long. Used five years. Large Fireproof Safe. Inside measurement, 15 inches deep, 27 inches wide, 39 inches high. One new No. 216 Globe Base Burner.

All of the above are in first class condition.

J. C. HOLCH HARDWARE CO., Gilman, Ill.

WANTED

To hear from owner of good Hardware Store for sale. State cash price, description.

D. F. Bush, Minneapolis.

FOR SALE

All or part of an established hardware business, located in best town in Southwest Texas. Best reasons for selling. Long lease on building.

Address "C. H. S.," c/o HARDWARE WORLD.

We can sell your business, farm or property, no matter where located.

Capital procured for meritorious enterprises.

HERBERT, Webster Bldg., Chicago, Ill.

LIVE WIRE

Young man in charge of Supply Division for three years issuing and purchasing all kinds of hardware, desires to go on road for some reputable manufacturing concern.

HARRY J. JEROME,

134 Liberty St., Lowell, Mass.

Successful hardware business for sale, located in a city of 75,000, in California, established for 11 years, exceptionally good lease, splendid location, good business, splendid prospects. Have made a success, but have other interests requiring attention. Present stock \$8000.00.

Address E. Jarvis, 2311 Telegraph Ave., Berkeley, California.

FOR SALE

A stock of general hardware and implements in a small town in Southern Idaho, stock will invoice about \$10,000. The real estate will amount to about \$3,000.00. The business from February 1st to October 1st of this year was \$30,000.

Address "Idaho," care HARDWARE WORLD.

PARTNER WANTED

Hardware man of large experience located in Los Angeles, who is going to represent Eastern manufacturers to the jobbing trade, wants partner located in San Francisco, with agency line already established and who is desirous of adding to same and has no office in Los Angeles.

Address "1716," c/o HARDWARE WORLD.

POSITION WANTED

Young man, married, with family, wishes position with either retail or wholesale establishment.

Has been connected with two large jobbing houses for a number of years and has the necessary knowledge and experience to serve as assistant manager and buyer.

Not afraid of work—no bad habits, and wants a place where there is opportunity for advancement.

Would expect salary \$150 per month to begin.

Address Box 335, care HARDWARE WORLD.

BUYER AND SALES MANAGER WANTED

We have a splendid opening for an experienced hardware buyer and sales manager, to conduct a retail store in one of the largest and most progressive cities of the Pacific Northwest.

We believe this is an unusual proposition for a high grade man of experience and ability. We believe he would take more interest in the business by having a small investment in it, although this is not absolutely essential.

We want a man of the highest grade, A-1 moral character, good personality and address, and must know the business. For such a man there is a splendid opening.

Address Retail Manager, care HARDWARE WORLD.

Plumbing and Heating

Outlook For The New Year

EVERYBODY says, "we are going to have the most elaborate construction period that good old Uncle Sam has ever witnessed." Nevertheless many people are wondering if this is just a bluff hung up for the sake of keeping them feeling good or if a general prosperity is about to "bust loose" in the immediate future.

Now if one happens to be out of a job, not having saved any money, they face the prospect of grazing the "pastures," which in the late Fall and Winter doesn't look as cheerful as it might. Certain scholastic men, with huge, overhanging brows, brown-rimmed extra heavy spectacles, have informed us through the medium of several popular weekly newspapers and magazines that everybody has (or should have) huge "gobs" of money saved up to meet "the lean and hungry years"—thereby giving away their own case right at the start.

Notwithstanding the fact that, since Uncle Sam declared and entered into the war, on regular Government work unusual wages were paid, few mechanics have saved enough money to tide themselves and families over any great period of hard times.

When the fighting in Europe ceased much of the war work shut down with a bang. The writer saw over 30,000 men on one Government job discharged in less than three weeks. The greater portion of these men were anywhere from 200 to 1800 miles away from home and had no job to go to when they returned.

Several thousand of these men "blew south," thereby flooding the labor market in the cotton states and adding to the general mix up.

Before I forget, I want to bring out a fact that is going to make it "hard sledding" for the men of our craft for some time to come. Due to the exigencies of the occasion, thousands and thousands of mechanics were—so to speak—made over night. A green hand, fresh from the farm, became, in a few days, a tinsmith, carpenter, mason, plumber, steam-fitter, etc., etc., and was held to the job until dismissed. A certain number of these mushroom

mechanics managed to acquire enough skill to get by on the particular work to which they were assigned.

Because of same, hundreds and hundreds of such men are now scattered to the four winds and assuming all the dog of a dyed-in-the-wool mechanic.

No man, no matter how bright, quick, willing and adaptable he may be, can acquire fully any one of the trades mentioned, in a few weeks. They may become, by constant repetition, fairly proficient in some one branch, but put them at work on some other line of work and they proceed to fall down with great dispatch.

So it is, Oh Master Plumber and Master Fitter, that, as the season advances (if you already haven't), you are going to be hit for work by many a "first-class" fitter or plumber, who got into the game in a few weeks or months. I guess, however, that most of the "old Master boys" will know what to do when it comes to putting such men on the regular contract work, taken at a figure where the profits are followed by a big black question mark.

Due to the fact that much construction work all over the country was held up from the necessities of the occasion, there must be in the next few months a large amount of building going forward. Public buildings, new manufacturers, extensions of old ones, private dwellings and business blocks, waterworks. One has but to pick up some of the regular contractors' papers or magazines to get an idea of the large amount of business along this line "contemplated."

Please ponder on that word contemplated. Now there are just about 1000 or more reasons why a contemplated job of work may not materialize.

When you see the steam shovels placed in position and the dirt being excavated, and the cement mixers throwing out their mess of porridge, you can bet there will be something doing in that man's land. The writer happens to know that on some of these jobs in various parts of the country that have already started

There's No Need to Weep

because there's only a small amount of building being done.

Go out after the business. That's where the live plumber can clean up big. No close competition on bids. All you have to do is to sell them the idea that their old-fashioned plumbing fixtures are unsanitary and inconvenient.

We'll furnish you with newspaper electros, slides, blotters and all the advertising helps you can profitably use. No charge.

Write our Advertising Department for complete information.

PACIFIC



PLUMBING FIXTURES

Main Office and Show Room
67 New Montgomery Street
San Francisco, Cal.

FOR SALE BY ALL
JOBBERs

Factories
Richmond and
San Pablo, Cal.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hills Grove, Rhode Island



up, there are chances where the boys can break in. To be sure it's outdoor work and sometimes "fierce" in the cold North Country, but the pay often matches and sometimes exceeds that realized by the regular craftsmen.

There is demand for the class of men who can make good at most any kind of construction work that may arise—and this without in any way interfering with regular trades, it calls for what may be termed an all-around man—call him mechanic if you like. I do and will so class him.

In some parts he don't exist simply because the general run of mankind lingering thereabouts, lack "gumption," that great human trait which graces every Yankee "bean" in existence. So it would seem that a large number of "catch-as-catch-can" jobs could be landed while the "big works" are lining up and getting ready to start the great wave of prosperity moving throughout the land. Regarding the return of the boys from "over there," who so gallantly risked their all in "the great adventure," a man would be a pretty poor apology for an American citizen who begrudged them any chance American life affords, for which they are fitted.

There will be jobs enough for all and then some. Probably hundreds and hundreds of them will stay in Europe to aid in the construction work there, and huge quantities of construction material must be shipped from America to foreign ports.

We are way shy of material for ourselves and for a few months this factor will cause more or less of a hold upon work that might be started now, if the material was at hand.

ATTRACTIVE CATALOG

The Greenfield Tap & Die Corporation have issued their new No. 40 catalog of small tools, which lists their entire line of taps, dies, screw plates and reamers.

The other lines which they manufacture, namely pipe tools, machine tools and gauges, are taken care of in a separate catalog. Pipe tools are in catalog No. 38, machine tools in Nos. 39 and 41, the catalog of gauges is in course of preparation.

The No. 40 catalog should be in the hands of every merchant handling pipe tools.

It gives them information that is readily accessible, and makes the merchant a source of information which draws trade.

It gives information of value to mechanics, machinists and anyone having use for such tools is sure to increase a merchant's prestige in a community and make for an increased business.

A pocket edition of this catalog is ready to be supplied to jobbers and dealers for general distribution upon request.

True thrift consists in saving something for the future and in administering present-day affairs so that steady progress is made at a reasonable expense.

Doubt is the key of knowledge. He who never doubts never examines. He who never examines, discovers nothing. He who discovers nothing is blind, and will remain so.

Remember that there is a place just a little higher up waiting for you. You do not have to leave your present location to fill it. A growing tree carries its crown upon its head as it mounts upward.

Strict attention to the commonplaces of life and the performances of routine duties, are likely to put us far farther forward on life's pathway, than an occasional flash-in-the-pan of effort.

An old merchant once said that most failures were due to the use of hope rather than arithmetic in bookkeeping.

"Men first deceive themselves," he said, "and then they deceive others."

How true this is!

None of us likes to admit the truth, if it is to his detriment. We postpone unpleasant undertakings, and we try to make black white, because it pleases us to do so.

"I WILL"

"I will" has a spirit that nothing daunts;
Once he gets his eye on the thing he wants
He rolls up his sleeves, and he pitches in
With a splendid zeal that is bound to win.

"I will" never hesitates lest he fail—
In his heart he's sure that he will prevail.
No mountain can halt him, however high;
There's no task so hard but he'll have a try.

"I will" sets his teeth when things start off
wrong;
He just grins and mutters: "This can't last
long.
I'll take a fresh start, and Adversity
Will be going some if he catches me."

"I will" has a punch hid in either hand;
He has training, strength, and a heap of sand;
He swings his hard fists in the world's grim
face,
And he bangs away 'til the world gives place.

"I will" understands in his own strength lies
The one chance he'll get at the things men prize.
Discouragement, failure—nothing can chill
The stout heart of him who declares "I will!"



M. L. KLINE

EXCLUSIVE
AGENTS

THE
Wm. Powell Co.

Complete Line

Valves, Steam Specialties



M. L. KLINE

30 Years' Wholesaling Plumbing and
Heating Supplies in Portland

84, 86, 87, 89 FRONT ST. - PORTLAND, ORE.

Garden Hose Valves OF Recognized Quality

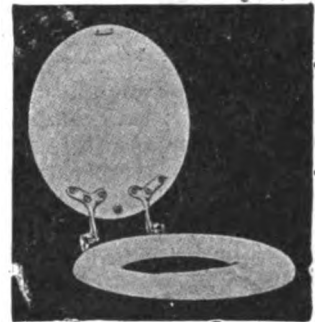
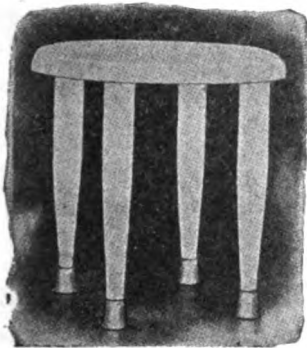
Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it. Satisfaction in a superior product brings the buyer back again and again.

Jobbers, plumbers and merchants cannot afford to handle inferior goods, even if they cost a little less. But Pyralin products cost no more than the inferior, so insist upon the best—the

Church quality. It pays you. Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. Pyralin Fixtures are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

C. F. CHURCH MFG. CO., HOLYOKE, MASS.

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

SOLDERING OF ZINC

So many demands are being made on zinc these days for replacing other non-ferrous metals, the supply of which is limited, that it is interesting to learn with what facility soldering operations in connection with the use of rolled zinc may be accomplished. The process is, in fact, a simple one that entails no more labor than is required for soldering tin.

"While it may not be generally recognized that sheet zinc, now so much used as a material for commercial work, is one of the easiest metals to solder, this fact is nevertheless true," says W. N. Hendricks, general sales engineer of the New Jersey Zinc Company. "Experienced operators claim that zinc is the most easily soldered of all sheet metals. Like anything else, however, in order to obtain good results, it is necessary that the operator be familiar with his work.

"Most failures in the attempt to secure joints of the desired strength and quality where sheet zinc is concerned, are due to overheating the metal. This may occur from too long an application of the soldering iron or due to its being over-heated. As in similar operations on tin, other details also contribute to obtaining the highest efficiency in the work, but these can be easily mastered by any workman who is familiar with the general operation.

"Only a quick pass of the soldering iron over the metal is needed to produce a very stable joint. Otherwise, the zinc is either melted or its internal structure becomes changed by the overheating, with a resultant weakening of the metal, a condition that frequently produces this complaint.

"Quite important it is to know that sheet zinc melts at a temperature of 419 degrees centigrade, or 786 degrees fahrenheit. It should also be remembered that, unlike in the soldering of tin, the best results are obtained by using a soldering iron that has not become so hot as to become dull red in color. Too often the mistake of heating the iron to a dull red before applying occurs and becomes a factor in preventing a good job. Less than 500 degrees centigrade, or 932 degrees fahrenheit, is necessary in getting the iron to the proper heat to solder joints, when sheet zinc is utilized, by the quick application above referred to.

"It is customary to use half-and-half solder and with its intelligent application excellent work can be accomplished. Preceding the actual operation, however, a "cut acid" fluxing solution, or a solution of zinc chloride acidulated with muriatic acid, should be applied to the metal being prepared for the work.

"As is true of other metals, care should be observed to insure the sheet zinc being first free from dirt or grease, particularly along the line to be soldered, and the customary precaution should be taken in making sure that the

seam surfaces are in perfect contact. These details are essential in the successful soldering of any metal whether it happens to be zinc, or tin, or possible other materials of the non-ferrous field.

"Contrary to the prevalent idea among some metal workers, the successful soldering of zinc is one that need neither be feared nor shunned because of the supposition that the work is hard to accomplish. By observing the above details the operation is simple and necessitates the use of very little solder.

"Modern automatic soldering machinery has been installed in various plants where a large number of zinc articles are made. These have lessened to a marked degree the difficulties that were once thought to beset those who derive their livelihood from working this metal, but the hand method gives equally satisfactory results when employed by experienced workmen."

YOU CAN'T KEEP CREAM ON THE BOTTOM

In the lexicon of youth, my boy,
There's no such word as fail;
You may be late in grabbing off
The honors and the kale,
But they can't keep the good men down,
No matter where they sot 'em.
The good stuff gets to the top at last;
You can't keep the cream on the bottom.

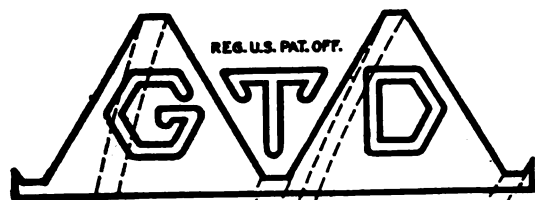
If you've got the stuff beneath your hat,
And the will to do or die,
They cannot keep you down, my boy,
No matter how they try.
Just buckle to it—hit the grit—
You'll fool 'em all, dodrot 'em!
The good stuff gets to the top, some day.
You can't keep the cream on the bottom.

TREBLED HIS WEIGHT ON MILK DIET

"Aw, waddaya know about milk?" snorted the loud-mouthed individual.

"Tell you what I know about it," retorted the quiet, unassuming fellow. "I've had a little personal experience with milk. Doctor put me on a strictly milk diet once. I lived on it for over eighteen months. Before starting this diet I was flat on my back, couldn't walk, couldn't even talk, weak as a baby. At the end of the thirteenth month of this straight milk diet I was strong enough to walk quite a bit, and it didn't make me tired to talk. Trebled my weight in a year and a half! When I started the diet I weighed only eight pounds and—wait a minute, friend. What's your hurry?"

This is a good time to resurrect Ed Howe's joke: "If we had some ham we would have some ham and eggs, if we had some eggs."



**When you see a
U. S. Thread
think of G T D**

THIS mark, directly derived from the U. S. Standard thread, represents the foremost champion of screw thread

Standardization

On Screw Cutting tools it indicates the product of the largest concern of its kind in the world.

Let the GTD mark be your standard in buying screw cutting tools.



GREENFIELD
TAP & DIE CORPORATION
Greenfield • • • • • Massachusetts

Ten Commandments of Salesmanship

(Copyright, 1916, by Frank Crane)

SOME time ago I wrote an article on "Salesmanship From a Consumer's Standpoint." I have received so many requests from business houses to republish this that I have decided to rewrite it, make it more concise, and cast it in the form of Ten Commandments.

It is to be kept in mind that these commandments are supposed to come from the consumer, and not from the sales expert. If you want to sell me or any other buyer goods, therefore, we pray you to keep these commandments.

1. **BE AGREEABLE.** Other things being equal, I go to the store where the clerks try to please me. I buy clothing, typewriters and automobiles of the man who acts as though he likes me. Exert yourself to make a pleasing impression on me, please. I appreciate it. Hence, dress well. Untidy clothes means you don't care what I think of your appearance. But don't dress too well. That gives you an air of showing off. Dress just right. If you don't know how, find out. Cultivate a pleasing voice. Learn to converse entertainingly. Cut out all mannerisms. Give me the impression of a gentleman, honest, square, anxious to please, and good natured.

2. **KNOW YOUR GOODS.** Don't let there be any question I can ask you relative to the manufacture, history, distribution, or uses of what you have to sell that you cannot answer. If you're selling typewriters, know all about all the kinds. If you're selling coffee, find out all about where all sorts of coffee come from, and all points about them. Put in your spare time making of yourself an encyclopedia of information about your goods.

3. **DON'T ARGUE.** Go with me in your talk, not against me. Lead, don't oppose. Don't show me where I am wrong. Dodge a square issue, and show me wherein you are right. Suggest. Don't antagonize. Argument as a rule results in irritation, not conviction.

4. **MAKE THINGS PLAIN.** Don't use any words I don't understand. You can explain the most complicated matter to a washwoman if you know your subject perfectly and practise using simple language. Don't air your technical knowledge and try to impress me. I want to be flattered, not awed.

5. **TELL THE TRUTH.** Don't lie, or exaggerate, or mislead, or conceal. Let me feel that you are sincere, and mean every word you say, and that every statement you make is of par value. If you represent goods that need lying about, directly or indirectly, quit. There are plenty of articles that are straight and all right. Sell them.

6. **BE DEPENDABLE.** Even in small things create the impression that whatever you promise is as much to be depended upon as your signed note. If you make an appointment at 3 p. m., Tuesday, be there at 2:45, or telegraph. If I order goods of a certain grade, let them be found to be exactly of that grade when I receive them.

7. **REMEMBER NAMES AND FACES.** If you have not a natural gift for this, acquire it. Get a little book and set down every day the names of those you have met, with their characteristics. Practise this until you become expert. No man likes to be forgotten or to have you ask his name.

8. **DON'T BE EGOTISTIC.** Eliminate the pronoun I as much as possible from your vocabulary. Talk about me, not yourself. Don't tickle yourself, tickle me. I'm the one you want to win.

9. **THINK SUCCESS.** Success begins in the mind. Why think fifty cents, when it is just as easy to think fifty dollars. Tell success stories, not incidents of failure and hard luck. Radiate prosperity. Feel prosperous. It's catching. Keep your chin up.

10. **BE HUMAN.** The reason you are hired to sell goods is that you are a human being. Otherwise your employer would have sent a catalog. So be a human being, likable, engaging, full of human electricity. For I patronize as a rule the salesman I like.

Selling goods is the greatest business in the world. It takes all there is in a man. You need to know psychology, you need tact, intelligence, self-control, courage, persistence and inexhaustible good humor. It is not a job for a second rater. You simply have to make good or go under. I admire a good salesman, because I never was able to sell anything in my life. But I'm a good buyer.

(Reprinted by permission of Dr. Crane)

J. A. Frazer, plumbing and heating contractor at Mesa, Arizona, who has been in business there for the past twenty-seven years, reports a good season's business and expects to keep busy throughout the following year.

Such things as come to the man who waits are seldom the things he has been waiting for.

I get the **WORLD** every month and want to tell you that it is a winner and you can put me down as saying it is worth every plumber or fitter's time to read it.

Klamath Plumbing Co.

A FEW FACTS ABOUT GUNPOWDER

It is incorrect to speak of the discovery of gunpowder, for this compound of saltpetre, charcoal and sulphur, has been developed—passed through many stages, and there is no evidence on which to pin down its invention to one man, says a writer in *All Outdoors*.

In England Roger Bacon is considered the inventor, and while this is a disputed point, it is evident that Bacon makes the most important reference to gunpowder in a communication bearing the early date of 1242.

In this and other of his writings Bacon makes no mention of guns or the use of powder as a propellant, but merely as an explosive and destructive power.

The first mention of gunpowder as a propellant is in a document now in the National Library in Paris. This bears the date of 1338, and describes "an iron weapon called pot de fu, for propelling bolts, together with some saltpetre and sulphur to make powder for the same."

About the time of Elizabeth the manufacture of gunpowder was carried on as a crown monopoly, and regulations respecting gunpowder were made in the reign of James I, in 1623. Powder mills were in existence in England about the middle of the sixteenth century.

However, Roger Bacon in his anagram gives the first recipe for gunpowder as being composed of saltpetre, 41.2; charcoal, 29.4; sulphur, 29.4. The composition of gunpowders used in different countries varies considerably.

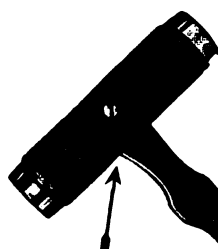
The composition of English powder is now—saltpetre, 75.0; charcoal, 15.0; sulphur, 10.0.

For making the brown or coco-powder used in the big guns of Germany the following recipe is used: Saltpetre, 78; charcoal, 19; sulphur, 3. In making this powder the charcoal is not burnt black, but roasted until brown, and is made from some variety of straw and not of wood.

Smokeless and even noiseless powders seem to have been sought for during the whole gunpowder period. In 1756 one was experimented with in France, but was abandoned. Modern smokeless powders are certainly less noisy than black powders, mainly because of the absence of metallic salts, which, while gaseous in the gun, are ejected as solids when coming into contact with the air.

The adoption by the French government of the comparatively smokeless nitrocellulose of Paul Vieille in 1887, practically put an end to the old forms of gunpowders. The first smokeless powder was made in 1865 by Colonel E. Schultze by nitrating wood meal and adding potassium and barium nitrates.

When a self-made man shows signs of being especially proud of the job, it is an indication that he hasn't quite finished it.



"Snap the handle crosswise for irresistible leverage"

"It's a great screw-driver—but I can't keep it"

That was the remark made by the sales manager of a big motor truck company recently.

The reason was that there are a lot of skilled mechanics around the plant, and every time the sales manager was indiscreet enough to exhibit his Crescent Screw Driver, one of those boys annexed it.

If you have tried one yourself, you will understand why that sales manager has bought four—and expects to keep on buying if necessary.

If you don't know this "Crescent," get acquainted with it at your earliest opportunity.

CRESCENT TOOL COMPANY
Jamestown, N. Y.

Three sizes, retailing at
65c, 70c and 75c

Crescent
GUARANTEED
Hamr-Hand
screw driver



QUESTIONS AND ANSWERS



MOISTENING THE AIR IN STEAM-HEATED ROOMS

Editor Questions and Answers: We have had a steam heating job in our home for the past four years, but the air seems too dry and I notice that the chairs and woodwork of the rooms show the effect of the dry air. Please offer a practical solution of the difficulty and oblige.

Yours truly,
MRS. C. H. De VINE.

The dryness of the air in your home can be done away with if you secure radiator shields with vapor pans connected and attach same to all the radiators, at least on the lower floor of your house. We believe that in such an event sufficient moisture would be sent into the air (or rather the air would absorb the moisture) so that you would no longer be sensible of the air's extreme dryness in your home.

STOPPING LEAKS IN RADIATORS

Editor Questions and Answers: On a hot water heating job that has been run for many years the nipples between the radiator sections are becoming leaky. Now I cannot get new ones because that style has gone out of use. Do you think it possible to fix up the radiators so they will run through this season?

HUGH CHASE.

If your hot water job is one of a simple gravity system we think it might be possible. Spring the sections slightly apart (but don't take them off the nipples) and wind in some asbestos rope that has been well soaked in white lead. Then pull together the sections. Let the job stand two or three days, if possible, before letting the water into the system. You have a good chance to go through the winter in the system if you follow directions.

COILS OR WALL RADIATORS

Editor Questions and Answers: Having several rooms to heat in a factory where the space arrangement is such that ordinary radiators cannot be used, I wish to ask you which you would consider the better form of heating, all things being considered; to heat by pipe coils or to make use of the wall radiator style of radiation?

J. A. MARTIN.

We have noticed in many factory buildings where pipe coils are used for heating that they

get loose, out of shape and most always can be depended on to snap and pound as the heat passes through them; on the contrary, wall radiation does not, and can be depended upon to get results. Also more square feet of heating surface can be put in a given space by using wall radiation than by using the coils.

TAPPING A STEAM PIPE

Editor Questions and Answers: When it becomes necessary to tap a steam or hot water pipe, what is the quickest and easiest way to turn the trick?

JAS. E. BISHOP.

Take for your tools the right size of a bull nose chisel, a punch and a tap. Mark out the hole, and, using the hammer lightly, cut around the circle just inside the line. This won't make the hole too big. Continue cutting, sending the chisel deeper and deeper. When the pipe is nearly cut through you can use the punch and the hole will be ready for the thread tap to be inserted. A pipe can be tapped in about one-quarter of the time this way that it would take to drill the hole.

WHAT'S IN A NAME?

A laborer in a big munition factory was told by the foreman to move a big anvil. Returning to the spot an hour later the foreman found that the laborer had made little progress.

Wiping the sweat from his forehead, the laborer said:

"Have you got my name down right?"

"It's Thomason, isn't it?" said the foreman.

"Yes, that's right," said the laborer, "but I thought maybe you'd got me down as Samson."

L. C. and S. C. Cornett have purchased the business and plant of the Gustine Plumbing Co., at Gustine, Cal.

J. S. Green has purchased the Long plumbing business at King City, Cal., and expects to give special attention to windmill and plumbing plants.

Robert H. Moorehead has purchased the plumbing business of H. J. Kimmell, at Alhambra, Cal., which will be conducted under the name of the Morehead Plumbing Co.

THE "SAVILL" Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute.
"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

THE C & L No. 32 TORCH

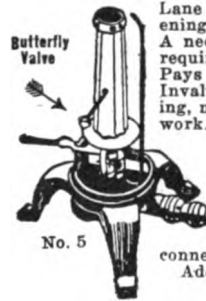


No. 32 Torch.
List Price,
Each, \$16.00
Ask for discount.

Is wind and weather-proof and practically fool-proof and is a joy to the user. The tank is made of heavy gauge seamless drawn brass, reinforced, and fitted with Patented Automatic Brass Pump, with double springs, which quickly supplies the required air pressure. The burner is made of the finest generator metal, producing a pure blue flame of intense heat, using very little fuel, in fact it will soon save its cost in the saving of fuel alone. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

A BLAST without a Blower



Lane Burner brings Cherry Red for hardening in 1-3 time required by Bunsen. A necessity where quick intense heat is required.
Pays for itself in a day's use.
Invaluable for hardening, soldering, brazing, melting, experimental and laboratory work.

Butterfly Valve regulates heat from moderate to a Blast of 3000 degrees.
Shut off Valve—Ever Ready Pilot, Tight Gas Tank, Fixed Combustion Chamber always ready, Gas Connector that connects and stays connected.
Adopted by all advanced shops.

LANE MFG. CO.,
21 Vose Ave., South Orange, N. J.

Dependable Tanks



If you desire the best, choose our

"Copper Braced" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.

Victory vs. Deliveries

DURING the world conflict which has just ceased, we were called upon to do our bit by furnishing our torches, furnaces, braziers and plumbers' tools so as to help our armies lead us to victory. Now that victory has been won, that responsibility has ceased. We are now turning our efforts again to serve our many customers and friends who have borne with us during those critical times.

We are glad to announce that within the near future we shall again be in a position to give orders for our goods the same prompt and careful attention which they received for the 40 years before our country entered into the fight for democracy.

OTTO BERNZ, NEWARK, N. J.

Carry On

Physical Reconstruction Makes Useful Workers of Crippled Men

(By Constance Drexel)

I DON'T mind dying for my country," is the thought in many of our brave boys' minds—"but, oh, kill me rather than leave me disabled the rest of my life," they inwardly plead.

Small wonder, for they remember the cripples of old peddling pencils or shoestrings down the street, or even worse, objects of charity and pity. They know of the thousands of men disabled in industry every year protected by a compensation act, perhaps, yes, but thrown out on a cold, unfeeling world to live a life of uselessness the rest of their days.

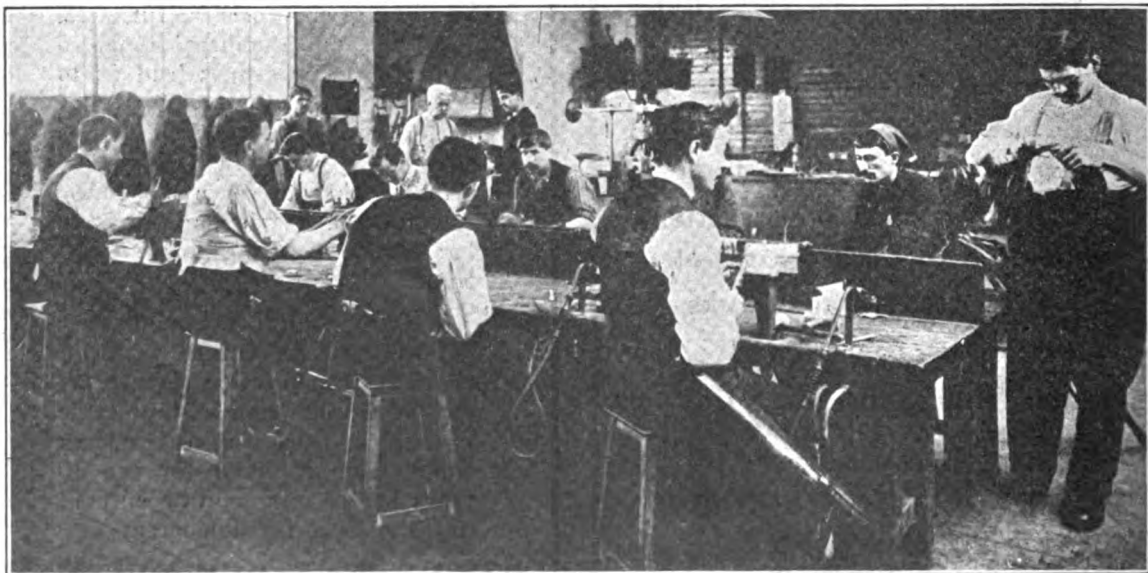
But times have changed. No need for our boys to worry, or their families to wonder who will care for them in case they come back from war with loss of arm or limb or worse.

Uncle Sam has stepped in. In fact, the problem is occupying a great deal of attention at the office of the Surgeon-General of the Army, supplemented by all the Red Cross can do to help. The Red Cross is paying for the publication of "Carry On," that able magazine the Surgeon-General's office is getting out on this very subject. It is free to those interested. "Carry On" is its message, "let there be no more cripples after this war." The Red Cross is also issuing pamphlets of information free, in the effort to popularize this new attitude toward cripples, that we are not going to have any more cripples in America either from the war or from injuries received in industry.

To prove that this can be done, the Red Cross maintains in New York at 311 Fourth Avenue, the Red Cross Institute for Crippled and Disabled Men, the head of which is Dr. Douglas C. McMurtrie, a pioneer of this new attitude of society's duty toward a disabled man. At the school six model courses are given to refit crippled men for their old or new trades. The six courses decided upon are: Manufacture of artificial limbs; oxyacetylene welding; mechanical drafting, printing, motion picture operating and jewelry work.

Briefly, the plan of the United States Government for the rehabilitation and vocational training of men crippled through this war is this: Even in our hospitals in France, convalescent men are shown moving pictures of successful cripples; Thomas Edison, nearly stone deaf, for instance; Michael Downing, of Minnesota, with both legs, one arm and one hand gone, president of a State Bank, running his own motor car and a lucrative law practice to boot, married and raising a happy family.

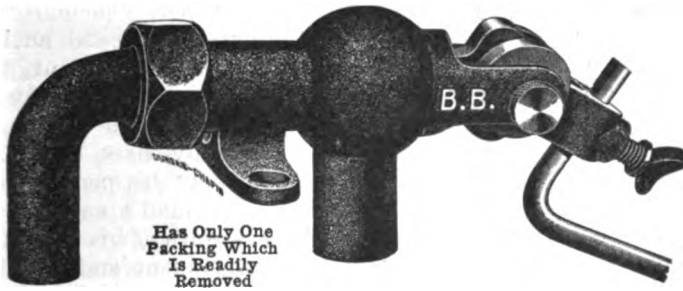
But the work really begins in this country. Upon arrival in the great military hospitals under the medical branch of the army, even while still in bed, the process of refitting them to normal life and responsibilities begins. I saw wounded from overseas at Walter Reed Hospital, in Washington, being taught by reconstruction aids in occupational therapy. Some were busy with basketry or weaving, but



CRIPPLED FRENCH SOLDIERS SOLDERING CANS

**YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY**

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

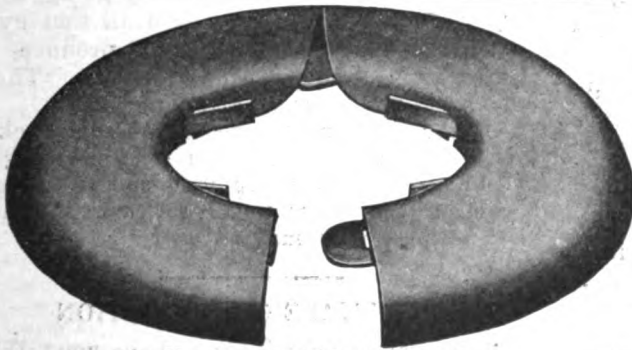
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Filkinton St., Waltham, Mass.



No. 10—Steel $\frac{3}{8}$ in. to 4 in.

Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand!

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative

W. ERWIN GILCHRIST
681 Market Street San Francisco, California

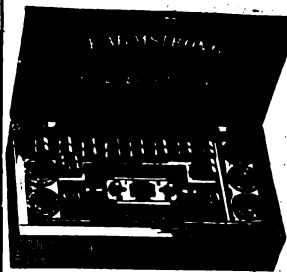


No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount.

Watch Your Stock

And be ready to supply the increasing demand for C & L high-grade Fire Pots and Torches. There will be many rush orders that must be filled from stock, as the demands will be urgent. This means many repeat orders. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship. Tools with an En-
vi-able Guarantee.

Send for our catalog of Gas-
sine Armstrong Stocks and
Dies, Water, Gas and Steam
Fitters' Tools and Pipe
Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.

others were doing head work. I remember one man in bed, one leg off, studying shorthand. When the men become able, they are sent from the wards to the finely equipped new building known as the curative workshops. Here are classes in motor mechanics, very popular, use of the left arm and hand instead of the right, classes in English and French, in shorthand and typewriting for cases of amputation of legs, telegraphy, rug weaving, artificial limb making, carpentry, agriculture and farming. Of course, the aim of these classes is to cure the men physically as soon as possible, but even here their vocational training to fit them for their future place in the community may begin. The men who have lost arm or leg, or have been otherwise disabled, are talked to by experts who try to guide them to refitting themselves for usefulness.

And after the medical authorities can do no more for the crippled man, after they have done all they could to make him as near whole again, including the providing of artificial arms or limbs, even then the United States Government does not pretend to end its responsibility. Congress has created the Federal Board for Vocational Education. Theirs is the official responsibility for the re-education of soldiers and sailors of the American forces disabled by the war. A fully definite program has not yet been developed, but the Red Cross Institute for Crippled Men already mentioned has demonstrated how the thing can be worked out. Crippled men have been taken off the streets, trained in one of the six trades taught there and placed in lucrative positions where their infirmities are no handicap.

As for soldiers to be refitted to civilian life, a former brakeman on a railroad has lost an arm. He can't be a brakeman any longer, but his railroad knowledge can be of use to him. He is trained to become an expert telegrapher or train dispatcher. What difference in his productive ability to a soldier fitted with one or two artificial limbs if he sits at a linotype machine all day? If he has been formerly employed at a standing job in a printing or newspaper plant that experience can be turned into good account. The point is here, that a disabled man need not necessarily be trained to an entirely new trade. His former experience should be made to count.

However, details of the re-educational and vocational program are not nearly so important to the working man, be he in the army or in industry (for in either case he is liable to be hurt), is the attitude army authorities, supported by the Red Cross, has assumed toward crippled men.

No longer will the responsibility of army or government or industry cease by merely pensioning a man. He must, and will, be refitted to retake perhaps even a better place in

the community than he had occupied before his injury. For are not brains worth more than hands or feet or even eyes? And should not a physical handicap, if properly encountered, be used to develop the brain to greater action?

Here, however, it must be pointed out, that Uncle Sam intends pensioning generously all disabled soldiers or sailors \$100 a month, or \$1,200 a year, for life in many cases. But, and this is an all-important fact, the pension will be granted regardless of a man's earning capacity that he develops in spite of his infirmity. If he does what the government and the Red Cross want him to do—refit himself to a job—he will have the pension just the same. This proves that the working man is going to be very important. We shall need all that every man can produce; the more they produce, the cheaper will living expenses become. Therefore, no idlers, no more cripples.

As the Red Cross is heart and soul back of this idea, it would seem that for his own good in industry the working man should at least become a member of the Red Cross. Anyhow, he'd be most welcome.

ONE PHASE OF EDUCATION

"Met your new neighbors, have you? What kind of people are they?"

"Newly rich and sporty. They know the parts of an auto better than the parts of speech."

MIGHT WEAKEN THE FIRM

Two brothers once ran a store in a small Western town, where they had quite a large trade in wool on barter. One of the brothers became converted at a revival and urged the other to follow in his footsteps.

"You ought to join, Jake," said the converted one. "You don't know how helpful and comforting it is to be a member of the church."

"I know, Bill," admitted Jake, thoughtfully, "an' I would like to join, but I don't see how I can."

"Why not?" persisted the first. "What is to prevent you?"

"Well, it's jes' this way, Bill," declared Jake. "There has got to be somebody in the firm to weigh this here wool."

"READ FROM COVER TO COVER."

We consider the "Hardware World" one of the best trade journals that reach our desk; we read it from cover to cover, including every advertisement.

Your loyalty for your subscribers and patrons is certainly admirable.

COCHBAN PIPE WRENCH CO.

WHEN NOT TO GIVE A BAD OPINION OF A FORMER EMPLOYE

(Copyright by Elton J. Buckley)

In a recent article, in answer to a correspondent, I discussed the liability of a former employer, who in answer to a request for a reference as to an ex-employee, gave, truthfully, a reference that prevented the ex-employee from getting a job.

The following letter touches a different phase of the same question:

Dubuque, Iowa.

We received a letter from a lawyer today—the first ever received threatening a law suit in our thirty years of business experience, and for light on the subject we know no one better to come to than you, as we have read your articles on law with great interest for years.

We were obliged to ask a certain employee to resign about one month ago. He was a confidential man and also did some selling, but he was addicted to drink and when under the influence of drink would gamble. We had much trouble with him on this score and finally had to let him go, which we did in November. We would have parted from him in good feeling had we not learned by accident that he had copied a list of our customers before leaving us, and doubtless intended using it in a new position. This incensed us and we wrote him a sharp letter when we learned of it, which he did not answer.

The course of the young man seemed so dishonorable, since we had borne with him so long, that it occurred to the writer that we owed a duty to other firms in our line of business to whom the young man might apply for a position.

The writer accordingly made it his personal business to see each of the three firms in our line here and laid before them the young man's career while with us. As a consequence, none of them would employ him when he made application, as he did, and in some way he learned of the writer's visit and statement. He has accordingly retained a lawyer and is menacing us with a threat of suit. The writer acted with clear conscience and spoke nothing but the truth. Is that against the law?

E. M. R. & Co.

If this correspondent will pardon my frankness, I will say, for the benefit of the other readers hereof, that he did a very foolish thing. It may be that he can successfully defend any action for damages which his former employee may bring—there is some doubt, however—but nevertheless it was an exceedingly narrow chance to take. The law guards nothing more tenderly than a man's right to make a living. As long ago as 1706, in England, a court decided that "he that hindereth another in his trade or livelihood is liable to an action for so hindering him."

If these three competitors had come to the correspondent and asked for information about the employee, he would have been perfectly justified in telling the whole truth, and there would have been no liability even if what was said kept the man out of a job. But volunteering the information when it wasn't asked is a vastly different matter, because it leaves the way open to charge malice, and it is by malice that these cases are judged.

This employee can bring his suit in either of two ways. He can sue for slander, which is defamation of character by spoken words. The correspondent has a perfect defense to this, if he told only the truth, because the truth of the charges is a perfect defense to an action for slander.

Or, the second, he can sue for damages on the ground that the correspondent destroyed his right and his chance to make a contract of employment, which is, of course, precisely what the correspondent did. But the question is did he do it maliciously? If he did he is liable, even though he spoke only the truth. If he did not, he is not liable. Maliciously means doing it out of a motive of revenge, for the purpose of injuring the victim.

I should say that under the circumstances a jury would be pretty apt to conclude that this thing was done to get square with this ex-employee for copying his former employer's customers. It isn't altogether convincing to say: "The man was an unfaithful and unsatisfactory employee, and I wished to prevent a fellow merchant from being victimized by him as we were." The answer is—the employee may have reformed. He may have reformed as to every one of the delinquencies which characterized him before. Is he to be preceded every time he applies for a job for the balance of his life, by the complaint that he wasn't satisfactory to his first employer?

It is a good rule never to say a word against a former employee unless you are asked for the information by somebody who has a right to ask.

A LONG WAIT IN SOME LATITUDES

"Patience and perseverance will accomplish all things," was the favorite saying of an old farmer.

He had just made this remark in a train one day on the way to market, when a pompous individual in the next seat turned to him and said:

"Nonsense, sir! I can tell you many things which neither patience nor perseverance can accomplish."

"Perhaps you can," said the farmer, "but I have never yet come across one thing."

"Well, then, I'll tell you one. Will patience and perseverance ever enable you to carry water in a sieve?"

"Certainly."

"I would like to know how."

"Simply by waiting patiently for the water to freeze."

"The work of eloquence is to change the opinions of a lifetime in twenty minutes."—Emerson.

All men are anxious for favor, but some still accept money as a substitute.

A MISLEADING NOTICE TO THE TRADE

(Copyright by Elton J. Buckley)

The following letter to me, and the notice which it inclosed, is a fair example of the many such notices which have been sent broadcast to wholesale and retail buyers during the last year:

The Letter

We wish to call your attention to the attached notice from _____ & Co. This firm has not had an enviable record in filling orders the past year nor in keeping free from mistakes. Orders have been filled erroneously, short, etc., just the same with them as with other people. Yet they have issued a statement here to the effect that if shipments are accepted short of what is enumerated on invoice the loss will be the purchasers. We contend that if we receive a shipment from them invoiced as twelve dozen and there are but ten dozen in the package, they will be responsible for the other two dozen, unless there was visible evidence of the package having been opened and part of the contents taken therefrom. We feel that _____ & Co. should not make a statement of this kind, as they cannot legally hold a purchaser to it.

The notice which inspired the above is as follows:

New York, N. Y.

To Our Customers:

On all orders placed with us, material is sold f. o. b. point of shipment.

The material becomes your property upon delivery of goods to the transportation company, and we cannot be responsible for loss, damage or delay in transit. Your recourse is with the transportation company and not with us.

If goods arrive in bad condition, before receipting for them, require the station agent to note same on the freight receipt, then make your claim on the transportation company.

If you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours.

Every assistance in our power will be cheerfully rendered you to trace and recover lost goods and collect damages.

Thanking you for your patronage, we are,

Very truly yours,

_____ & Co.

The author of the above may not have intended to create an untruthful impression, but as worded, it is bound to do so. The law may or not be as this notice states it to be; it depends entirely on the facts. Decidedly it is not so in all cases.

For instance, let us suppose that a jobber has an order for ten dozen of something and through an error, or through a desire to take fraudulent advantage of the above notice, but eight dozen are packed. The goods of course arrive that much short, and if the above notice correctly states the law, the consignee, if he accepts them that way, will have to pay for ten dozen.

Of course this is not the law. Where goods are short when received, the fault of course lies either with the shipper or the railroad. In order to throw it on the railroad the shipper must be able to show that when he delivered the consignment to the railroad, the goods were all

there and all right. Naturally, if the cause of the shortage was the shipper's failure to pack all that the order called for, he cannot rid himself of his responsibility merely by telling the consignee, "if you accept them short, the loss is yours."

But if this notice is intended to cover only cases where the goods, when delivered to the railroad, were all there and all right, and where the shortage or the damage took place after that, it correctly states the law this far, viz.: when it states that title passes to the buyer upon delivery to the railroad and that the shipper cannot be responsible for loss, damage or delay in transit. That, as I have before explained, is the law. Where goods are sold f. o. b. the shipper's station, the goods pass to the ownership of the buyer the minute they are delivered to the railroad, and all responsibility for loss or damage passes from the shipper. After that it is between the buyer and the railroad.

But even so, it is not the law that "if you accept shipments short of what is enumerated on our invoice, or in bad condition without proper notation on freight receipt, the loss will be yours." The loss is on him who caused it, usually the railroad, and the consignee's acceptance of short or damaged goods without noting it on the receipt does not debar him from going after the railroad. Very often the

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

You Can Get It at the

Largest Stove Re-
pair House in the
Northwest

THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.

912-14 First Avenue

Phone Main 1790

SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

consignee doesn't know of loss or damage when he signs the freight receipt.

It is wholly unlawful for a buyer of goods f. o. b. seller's station, when they arrive short or damaged, to refuse to pay for them. The seller can in every such case make him pay for them.

IMPORTANCE OF PROPER LUBRICATION

Nowhere is the old saying that a chain is as strong as its weakest link better illustrated than in the automobile. It may be said that the automobile is as powerful as its transmission. Regardless of the amount of gasoline consumed and the power generated by the motor, the wheels receive only as much power as is transmitted to them through the transmission.

Well set, perfectly adjusted parts and perfect lubrication mean the maximum of power transmitted. Perfect adjustment must be left to the expert mechanic, but lubrication is largely a matter of selecting the right lubricant. Lubricants compounded especially for transmissions are made by the Joseph Dixon Crucible Co. These lubricants have a selected flake graphite for their principal ingredient. Flake graphite is the best lubricant known, and once it is spread on the faces of the gear teeth, metal-to-metal contact, with its accompaniment of friction is virtually eliminated, and practically all available power is transmitted from the motor to the wheels.

Worm drives in particular need graphite as a lubricant because of the excessive friction. Worm gears, when properly lubricated, are capable of delivering great power.

ATTRACTIVE 1919 CALENDAR

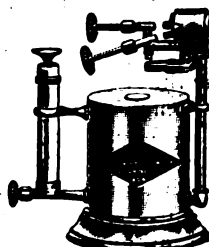
As usual the Remington Arms U. M. C. Co. calendar is an attractive one, being the work of Lynn Bogue Hunt. Mr. Hunt's paintings are generally chosen as subjects for the Remington Arms U. M. C. calendars, as he is a naturalist with the ability to faithfully reproduce live game in a realistic manner.

They will be glad to send one to any of our readers upon request.

Best Results with TURNER

TRADE
Double Jet
MARK

TRADE
HOT BLAST
MARK



TORCHES and FURNACES

No other line that equals. All progressive jobbers handle Turner appliances. Ask for catalog showing latest improvements. Look up your stock and be prepared for cold weather.

The Turner Brass Works
Sycamore, Illinois, U. S. A.

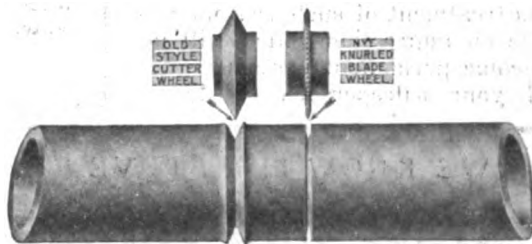
No. 92



"I'm Nye
the Die Man"

Save a Penny a Minute
And Your Immortal Soul!

They Cut Without Cuss Words



Made in All Sizes to Fit All Standard Makes
of Pipe Cutters

THE NYE TOOL & MACHINE WORKS

108-128 N. Jefferson Street, Chicago, Illinois

"THE CUSTOMER IS BOSS"

(By O. L. Christman)

When a customer enters your store, forget yourself. He's the boss."

That is the injunction issued by a successful merchant to his employees. We should realize that courtesy is to business what oil is to machinery. It eliminates jar and friction and makes things run smoothly. Without a constant outward and inward expression of it, no business can prosper to its fullest possible extent.

This has been an age of hurry and bustle. We are all too apt to become so intent on reaching out after more business that we may neglect to display our better nature on every occasion.

A clerk once told his employer that he couldn't afford to waste time "palavering" over a customer when others were waiting to be served. His employer answered:

"Young man, it isn't necessary to 'palaver,' but you must understand we can't afford not to be courteous. It costs nothing; and who can estimate the friends you make for this store simply by making your customer feel that his wishes are our first and only consideration?"

A man of my acquaintance told me one time that he trades at several stores, widely separated, though he could procure everything he needs under one roof. He explained as his reason that in certain stores, which he avoids, there are careless, inattentive, discourteous clerks. So he habitually walks several blocks farther to a store where he always receives gracious treatment.

Every merchant is afforded opportunities every day to make new friends through the manifestations of simple, kindly courtesies. Many men and women who have perhaps never before entered your store will eventually be attracted to your place of business through the superior service you are able to render the public.

By courteous treatment of such visitors you can easily create an impression which will invite them to become permanent customers. It is for you and your salespersons to decide

whether or not new customers (the biggest asset you have) will go forth as boosters or "knockers."

"Thank you" is a motto on which any man can build a mammoth business. Always remember your motto when waiting on a customer and try to make him feel that it is a real privilege to wait upon him.

The lack of courtesy and smiles is not always intentional upon the part of the clerk. He must have a thorough understanding of the goods he is selling, otherwise ignorance and courtesy are bound to clash. Smiles will not obliterate the dissatisfaction produced through the handling of inferior goods.

AN EARLY START

The prosecuting attorney was a harsh man with a sharp, sarcastic tongue, and after a five-minute bullying cross-examination the witness, a prosperous dairyman, was about ready to lose control of himself.

"Now shouted the prosecutor, waving an accusing finger at the perspiring dairyman, 'you say you worked on the farm on which you now live all your life? All your life you worked there?'"

"Yes, sir."

"Well, will you tell me what you did the first year?" the attorney asked sarcastically.

"I milked!" was the dairyman's dry answer.

F. I. Everett, formerly connected with Hibbard, Spencer, Bartlett & Co., Chicago, has accepted a position with Holbrook, Merrill & Stetson, of San Francisco.

NEW JERSEY "PLUMBERESS" PREFERS THE WORLD.

I have found the "Hardware and Plumbing World" to be the best magazine among all I receive relating to Plumbing, Heating and Hardware. Please continue my subscription.

MRS. E. L. GROVES,
Newark, New Jersey.

"WE KNOW THE STOVE REPAIR BUSINESS"**WE
WELD
ANYTHING****WE
WELD
ANYTHING****Stove and Furnace Repairs****MYER S. RUBENS**
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch.
We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS**1009 W. First Ave., Spokane, Wash.**

DEPOSIT ON GOODS EQUIVALENT TO CONTRACT

Though a retailer may have the best of intentions, it is often that his store makes enemies through a misunderstanding on the part of customers who make a deposit in connection with a request to have goods held, and a bulletin from the National Vigilance Committee of the Associated Advertising Clubs suggests that store good-will is often destroyed through a failure to make customers, and especially women, understand that when a deposit is made, this amounts to a contract on the part of the customer to take the goods.

From various committees where there are local vigilance committees, the National Vigilance Committee has had reports of trouble arising from misunderstandings of this character.

"Can you hold this for me?" the woman asks.

"Yes, if you will make a deposit of \$.....," says the salesman, naming the amount to her.

That is all there is to the conversation in too many instances. The salesman presumes that she knows that when she makes the deposit, she enters into a contract to buy, but that is often violent presumption, says the vigilance committee. In a large number of instances, women return, announce that they have changed their minds, and ask for the return of their money.

Many such cases come to the attention of local vigilance committees, for the committees advertise that they are prepared to receive complaints from persons who feel they have been mistreated. In such cities, the committees, of course, take the part of the merchant, but even where there is a vigilance committee on the job, some customers still feel that an exception might be made in their case.

The vigilance committee suggests that one certain way to insure that all customers will understand the terms of such sales would be to print a special receipt for payments of this kind, the receipt to set forth the fact that unless the goods are taken by a certain date, the cash deposit will become the property of the store.

GOT TWENTY-YEAR POLICY

An old man went into a life insurance office, and requested to be insured. The company asked his age. His reply was "Ninety-four."

"Why, my good man, we can not insure you," said the company.

"Why not?" he asked.

"Because you are 94."

"What of that?" cried the old man. "Look at the statistics, and they will tell you that fewer men die after 94 than before it."

Reduced to its lowest terms, diplomacy is just plain, good horse sense.

THE KAISER'S FAREWELL TO PRINCE HENRY

(By Bert Lester Taylor. Written about 18 years ago)

Auf wiedersehen, brother mine; farewells will soon be kissed;

And ere you leave to breast the brine, give me once more your fist—

That mailed fist, clenched high in air on many a foreign shore,

Enforcing coaling stations where no stations were before;

That fist, which weaker nations view as if 'twere Michael's own;

And which appals the heathens who bow down to wood and stone.

But this trip, no brass knuckles. Glove that heavy mailed hand,

Your mission now is one of love and peace—you understand.

All that's American, you'll praise. The Yanks can do no wrong;

To use his own expressive phrase, just "jolly him along."

Express surprise to find, the more of Roosevelt you see,

How much I am like Theodore, and Theodore like me.

I am in fact (this might not be a bad thing to suggest)

The Theodore of the East, and he the William of the West.

And should you get a chance, find out if anybody knows

Exactly what it's about—that Doctrine of Monroe's.

That "entre nous." My present plan, you know as well as I,

Be just as Yankee as you can. If needs be, eat some pie.

Cut out the kraut, cut out the Rhine wine, cut out the Schutzenfest,

The Sangerbund, the Turnverein, the Kommers and the rest.

And if some fool society "Die Wacht am Rhine" should sing,

You sing "My Country, 'tis of Thee," the tune's "God Save the King."

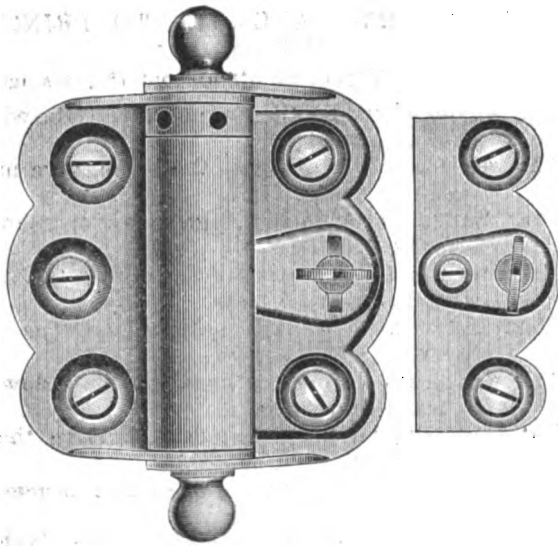
To our own kindred in that land, there's not much you need to tell;

Just tell them that you saw me, and that I was looking well.

Compliments of A. F. WIXON.

THIS REALLY HAPPENED

A salesman in a department store was promoted to the job of floor-walker. The first day he served in his new position he was a little ill at ease and inclined to fizzle his approach. He managed to get by, however, until a woman came up to him and said: "I want to look at some maternity dresses." "Yes, ma'am," said he, glibly, "ladies' or misses'?"



ADJUSTABLE-DETACHABLE DOOR HINGE

The Shelby Spring Hinge Co., Shelby, Ohio, are offering to the trade a high grade adjustable-detachable door hinge, used extensively on large, heavy, first-class screen doors. It is a strong, durable and very practical hinge.

After the door is once hung it can easily be taken down or replaced by turning the button on the flange of the hinge, which holds it firmly in position. No screws to bother with and all that is left exposed to the weather is the small plates on door jamb, and when the door is replaced the plates are covered with the flange of the hinge.

The tension of the closing power of the spring easily adjusted.

These hinges are made of wrought steel, bronze or brass metal, finished in the regular builders' hard-ware finishes.

Prices quoted upon request.

HE KNEW

The visitor to the insane asylum watched some of the patients sawing wood. He noted that one man had his saw upside down, with the teeth in the air. "My dear man," said the visitor, "don't you know you can't saw the wood that way. You should turn the teeth down; that's what they're for."

"Sh-sh-sh!" replied the lunatic. "I've tried it that way. This way is far easier."

HIS REASON

Motorist (blocked by a load of hay)—I say, there, pull out and let me by.

Farmer—Oh, I dunno ez I'm in any hurry.

Motorist (angrily)—You seemed in a hurry to let that other fellow's carriage get past.

Farmer—That's cause his horse wuz eatin' my hay. There hain't no danger o' yew eatin' it, I reckon.

A soft seat for a hard job soon becomes an invitation to go to sleep.

Cheerfulness, optimism and promptness are tonics to which any business will respond.

The man who is a good mixer in the right sense of the word has sixteen to one chances of winning out over the individual who continually flocks by himself.

A good memory is a valuable asset. Most people like to be called by their names and to know that they have a definite place in your mental catalog. The individual who is remembered and cordially greeted is always secretly pleased with the compliment.

If you itch for business it is up to you to do some lively scratching.

The man you regard as a lucky fellow, is lucky mainly in the possession of the inclination of hard work.

Be it ever so humble all honest work is unwasted. Remember that nine out of ten men who reached the top of the ladder had a lot of us holding the ladder for them.

Remember that you have a duty to yourself, no matter how your enviroining circumstances may shape themselves. Your duty is to be physically fit, to be clear of brain, to be cheerful and optimistic.

To know, is to have taken a step toward achievement. To be ready to take advantage of each favorable circumstance, to make the most of one's self, is to go a long way toward finding one's self in the right place after all.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.

OFFICIAL ORGAN OF THE WESTERN TRADE

VOL. XIV

JANUARY, 1919

NUMBER 1

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 8, 1879.

Copyrighted by the HARDWARE WORLD, 1919
All Rights Reserved.

OFFICES		
Boatmen's Bank Bldg. St. Louis.	Hillworth Bldg. Chicago.	70 Fifth Ave. New York.
Phelan Bldg. San Francisco.	388 Taylor St Corner 10th Portland, Ore.	817 I. N. Van Nuys Bldg. Los Angeles
507 Pioneer Bldg. Seattle.		204 Scott Bldg. Salt Lake.

220 Pacific Bldg. Vancouver, B. C. Canada.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—

Black Rim Fire—	Black Smkls.	Semi-Smkls.			
22 Short	.15	...	38 S. & W.	1.20	1.80
32 Short	.25	...	38 S. & W. Special	1.45	1.55
32 S. & W.	.55	...	38 Winchester	1.65	2.05
38 S. & W.	.70	...	41 Colts Short DA.	1.80	1.50
38 Long Colt.	1.20	...	41 Colts Long DA.	1.60	1.75
44 W. C. F.	1.50	...	44 Bull Dog	1.85	...
Shot Rim Fire—			44 S. & W. Amer.	1.75	1.95
22 Long	.55	.60	44 S. & W. Rus.	1.75	1.95
32 Long	1.05	...	44 S. & W. Special	1.90	2.10
Shot Center Fire—			44 Webley	1.50	...
32 S. & W.	.95	...	44 Winchester	1.65	2.05
32 W. C. F.	1.80	...	45 Colts	1.95	2.10
38 S. & W.	1.15	...	45 Colts Auto.	...	2.50
38 W. C. F.	1.50	...	Center Fire Military		
44 W. C. F.	1.80	1.75	and Sporting—		
44 X. L.	1.60	1.80	22 Savage	1.40	1.40
44 Game Getter	1.60	1.60	250-3000 Savage	1.95	1.95
Rim Fire, Ball—			25-21 Stevens	1.90	2.55
BB Caps	.35	.35	25-25 Stevens	1.90	2.55
OB Caps	.45	.45	25-35 Winchester	1.20	1.20
22 Short	.35	.30	25-35 Short Range	1.20	1.20
22 Short H. P.	.35	.35	25-36 Marlin	1.20	1.20
22 Long	.35	.40	25 Remington Rimless	1.20	1.20
22 Long H. P.	.40	.45	6 MM U. S. N.	1.85	1.85
22 Long Rifle	.40	.45	7 MM Special Mauser	1.85	1.85
22 Long Rifle H. P.	.45	.45	7.65 MM Bel Mauser	1.85	1.85
22 W. R. F.	.50	.55	8 MM Mauser	1.85	1.85
22 W. R. F. H. P.	.55	.60	9 MM Mauser	2.05	2.05
22 Win. Auto.	.55	.55	30-30 Winchester	1.85	1.85
22 Win. Auto, H. P.	.60	.60	30 Remington Rimless	1.85	1.85
25 Short Stevens	.60	...	30 Government Rimless	2.05	2.05
25 Stevens	.80	...	303 Savage	1.85	1.85
32 Short	.60	...	32 Remington Rimless	1.85	1.85
32 Long	.70	...	32-40 Winchester	1.05	1.20
38 Short	1.00	...	32-40 Winchester HV	1.85	1.85
38 Long	1.00	...	32 Winchester Sif. Ldg.	2.45	2.45
41 Short	1.05	...	32 Winchester Special	1.85	1.85
Center Fire Pistol—			33 Winchester	1.80	1.80
22 Win. SS	1.30	1.50	35 Remington Rimless	1.55	1.55
25 Colts Auto.	1.85	1.85	35 Winchester	1.95	1.95
25-20 Single Shot.	1.55	1.75	35 Winchester Sif. Ldg.	2.55	2.85
25-20 Win.	1.35	1.60	351 Winchester Sif. Ldg.	2.85	2.85
25-20 Win HV	1.75	1.75	38-55 Winchester Lead.	1.80	1.55
7.63 MM-Mauser	2.15	2.15	38-55 Winchester HV	1.65	1.65
7.65 MM-Mauser	2.15	2.15	38-56 Winchester	1.30	1.55
9 MM-Luger	2.80	2.80	40-60 Marlin	1.35	1.35
32 Colts Auto	1.85	1.85	40-60 Winchester	1.35	1.55
32 Colts Short	1.00	1.10	40-65 Winchester	1.35	1.65
32 Colts Long	1.15	1.35	40-70 Winchester	1.40	1.65
32 Colts Police Positive	1.15	1.35	40-72 Winchester	1.40	1.65
32 S. & W.	1.00	1.10	40-82 Winchester	1.40	1.65
32 S. & W. Long	1.15	1.35	401 Winchester Auto.	1.55	1.55
32-20 Marlin	1.40	1.80	405 Winchester	2.20	2.20
32 Winchester	1.40	1.80	45-60 Winchester	1.40	1.40
32-20 Win HV	1.80	1.80	45-70-405 Government	1.40	1.60
35 S. & W. Auto.	1.55	1.55	45-75 Winchester	1.40	1.40
38 Colts Auto.	2.30	2.30	45-90 Winchester	1.50	1.65
38 Colts Short	1.35	1.35	SHELLS, LOADED—		
38 Colts Long	1.80	1.50	Peters' Target and High Gun,		
38 Colts Police Positive	1.35	1.85	Winchester Repeater or Rem-		
			ington U. M. C. Nitro Club—		
			12 3 drs. x 1 oz., 24 grs. x 1		
			oz., drop shot	...	\$1.25

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$8.25 each; No. 30, 4 1/2 White, \$8.25 each; No. 231, 3 1/2 Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4 1/2 Sierra, \$2.75 each. Railroad, No. 30 B, 5 White, \$8.50 each; No. 30 B, 5 1/2 White, \$8.50 each; No. 233, 5 Sierra, \$8.00 each; No. 233, 5 1/2 Sierra, \$8.00 each. Ship, No. 44, 4 White, \$8.85 each; No. 44, 4 1/2 White, \$8.85 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/2 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$8.50 each; No. 235, 4 1/2 Sierra, \$8.50 each.

ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.35.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—30 to 425 lb., 22 1/2 c lb.; 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Oil Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 30 1/2 c lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/2-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack

AUGERS—Greenlee Carpenters Nut, No. 57.
Size 1/4 1/2 3/4 1 1 1/4 1 1/2 1 3/4 2 2 1/4 2 3/4 3 3 1/2 4 4 1/2 5 5 1/2 6 6 1/2 7 7 1/2 8 8 1/2 9 9 1/2 10 10 1/2 11 11 1/2 12 12 1/2 13 13 1/2 14 14 1/2 15 15 1/2 16 16 1/2 17 17 1/2 18 18 1/2 19 19 1/2 20 20 1/2 21 21 1/2 22 22 1/2 23 23 1/2 24 24 1/2 25 25 1/2 26 26 1/2 27 27 1/2 28 28 1/2 29 29 1/2 30 30 1/2 31 31 1/2 32 32 1/2 33 33 1/2 34 34 1/2 35 35 1/2 36 36 1/2 37 37 1/2 38 38 1/2 39 39 1/2 40 40 1/2 41 41 1/2 42 42 1/2 43 43 1/2 44 44 1/2 45 45 1/2 46 46 1/2 47 47 1/2 48 48 1/2 49 49 1/2 50 50 1/2 51 51 1/2 52 52 1/2 53 53 1/2 54 54 1/2 55 55 1/2 56 56 1/2 57 57 1/2 58 58 1/2 59 59 1/2 60 60 1/2 61 61 1/2 62 62 1/2 63 63 1/2 64 64 1/2 65 65 1/2 66 66 1/2 67 67 1/2 68 68 1/2 69 69 1/2 70 70 1/2 71 71 1/2 72 72 1/2 73 73 1/2 74 74 1/2 75 75 1/2 76 76 1/2 77 77 1/2 78 78 1/2 79 79 1/2 80 80 1/2 81 81 1/2 82 82 1/2 83 83 1/2 84 84 1/2 85 85 1/2 86 86 1/2 87 87 1/2 88 88 1/2 89 89 1/2 90 90 1/2 91 91 1/2 92 92 1/2 93 93 1/2 94 94 1/2 95 95 1/2 96 96 1/2 97 97 1/2 98 98 1/2 99 99 1/2 100 100 1/2 101 101 1/2 102 102 1/2 103 103 1/2 104 104 1/2 105 105 1/2 106 106 1/2 107 107 1/2 108 108 1/2 109 109 1/2 110 110 1/2 111 111 1/2 112 112 1/2 113 113 1/2 114 114 1/2 115 115 1/2 116 116 1/2 117 117 1/2 118 118 1/2 119 119 1/2 120 120 1/2 121 121 1/2 122 122 1/2 123 123 1/2 124 124 1/2 125 125 1/2 126 126 1/2 127 127 1/2 128 128 1/2 129 129 1/2 130 130 1/2 131 131 1/2 132 132 1/2 133 133 1/2 134 134 1/2 135 135 1/2 136 136 1/2 137 137 1/2 138 138 1/2 139 139 1/2 140 140 1/2 141 141 1/2 142 142 1/2 143 143 1/2 144 144 1/2 145 145 1/2 146 146 1/2 147 147 1/2 148 148 1/2 149 149 1/2 150 150 1/2 151 151 1/2 152 152 1/2 153 153 1/2 154 154 1/2 155 155 1/2 156 156 1/2 157 157 1/2 158 158 1/2 159 159 1/2 160 160 1/2 161 161 1/2 162 162 1/2 163 163 1/2 164 164 1/2 165 165 1/2 166 166 1/2 167 167 1/2 168 168 1/2 169 169 1/2 170 170 1/2 171 171 1/2 172 172 1/2 173 173 1/2 174 174 1/2 175 175 1/2 176 176 1/2 177 177 1/2 178 178 1/2 179 179 1/2 180 180 1/2 181 181 1/2 182 182 1/2 183 183 1/2 184 184 1/2 185 185 1/2 186 186 1/2 187 187 1/2 188 188 1/2 189 189 1/2 190 190 1/2 191 191 1/2 192 192 1/2 193 193 1/2 194 194 1/2 195 195 1/2 196 196 1/2 197 197 1/2 198 198 1/2 199 199 1/2 200 200 1/2 201 201 1/2 202 202 1/2 203 203 1/2 204 204 1/2 205 205 1/2 206 206 1/2 207 207 1/2 208 208 1/2 209 209 1/2 210 210 1/2 211 211 1/2 212 212 1/2 213 213 1/2 214 214 1/2 215 215 1/2 216 216 1/2 217 217 1/2 218 218 1/2 219 219 1/2 220 220 1/2 221 221 1/2 222 222 1/2 223 223 1/2 224 224 1/2 225 225 1/2 226 226 1/2 227 227 1/2 228 228 1/2 229 229 1/2 230 230 1/2 231 231 1/2 232 232 1/2 233 233 1/2 234 234 1/2 235 235 1/2 236 236 1/2 237 237 1/2 238 238 1/2 239 239 1/2 240 240 1/2 241 241 1/2 242 242 1/2 243 243 1/2 244 244 1/2 245 245 1/2 246 246 1/2 247 247 1/2 248 248 1/2 249 249 1/2 250 250 1/2 251 251 1/2 252 252 1/2 253 253 1/2 254 254 1/2 255 255 1/2 256 256 1/2 257 257 1/2 258 258 1/2 259 259 1/2 260 260 1/2 261 261 1/2 262 262 1/2 263 263 1/2 264 264 1/2 265 265 1/2 266 266 1/2 267 267 1/2 268 268 1/2 269 269 1/2 270 270 1/2 271 271 1/2 272 272 1/2 273 273 1/2 274 274 1/2 275 275 1/2 276 276 1/2 277 277 1/2 278 278 1/2 279 279 1/2 280 280 1/2 281 281 1/2 282 282 1/2 283 283 1/2 284 284 1/2 285 285 1/2 286 286 1/2 287 287 1/2 288 288 1/2 289 289 1/2 290 290 1/2 291 291 1/2 292 292 1/2 293 293 1/2 294 294 1/2 295 295 1/2 296 296 1/2 297 297 1/2 298 298 1/2 299 299 1/2 300 300 1/2 301 301 1/2 302 302 1/2 303 303 1/2 304 304 1/2 305 305 1/2 306 306 1/2 307 307 1/2 308 308 1/2 309 309 1/2 310 310 1/2 311 311 1/2 312 312 1/2 313 313 1/2 314 314 1/2 315 315 1/2 316 316 1/2 317 317 1/2 318 318 1/2 319 319 1/2 320 320 1/2 321 321 1/2 322 322 1/2 323 323 1/2 324 324 1/2 325 325 1/2 326 326 1/2 327 327 1/2 328 328 1/2 329 329 1/2 330 330 1/2 331 331 1/2 332 332 1/2 333 333 1/2 334 334 1/2 335 335 1/2 336 336 1/2 337 337 1/2 338 338 1/2 339 339 1/2 340 340 1/2 341 341 1/2 342 342 1/2 343 343 1/2 344 344 1/2 345 345 1/2 346 346 1/2 347 347 1/2 348 348 1/2 349 349 1/2 350 350 1/2 351 351 1/2 352 352 1/2 353 353 1/2 354 354 1/2 355 355 1/2 356 356 1/2 357 357 1/2 358 358 1/2 359 359 1/2 360 360 1/2 361 361 1/2 362 362 1/2 363 363 1/2 364 364 1/2 365 365 1/2 366 366 1/2 367 367 1/2 368 368 1/2 369 369 1/2 370 370 1/2 371 371 1/2 372 372 1/2 373 373 1/2 374 374 1/2 375 375 1/2 376 376 1/2 377 377 1/2 378 378 1/2 379 379 1/2 380 380 1/2 381 381 1/2 382 382 1/2 383 383 1/2 384 384 1/2 385 385 1/2 386 386 1/2 387 387 1/2 388 388 1/2 389 389 1/2 390 390 1/2 391 391 1/2 392 392 1/2 393 393 1/2 394 394 1/2 395 395 1/2 396 396 1/2 397 397 1/2 398 398 1/2 399 399 1/2 400 400 1/2 401 401 1/2 402 402 1/2 403 403 1/2 404 404 1/2 405 405 1/2 406 406 1/2 407 407 1/2 408 408 1/2 409 409 1/2 410 410 1/2 411 411 1/2 412 412 1/2 413 413 1/2 414 414 1/2 415 415 1/2 416 416 1/2 417 417 1/2 418 418 1/2 419 419 1/2 420 420 1/2 421 421 1/2 422 422 1/2 423 423 1/2 424 424 1/2 425 425 1/2 426 426 1/2 427 427 1/2 428 428 1/2 429 429 1/2 430 430 1/2 431 431 1/2 432 432 1/2 433 433 1/2 434 434 1/2 435 435 1/2 436 436 1/2 437 437 1/2 438 438 1/2 439 439 1/2 440 440 1/2 441 441 1/2 442 442 1/2 443 443 1/2 444 444 1/2 445 445 1/2 446 446 1/2 447 447 1/2 448 448 1/2 449 449 1/2 450 450 1/2 451 451 1/2 452 452 1/2 453 453 1/2 454 454 1/2 455 455 1/2 456 456 1/2 457 457 1/2 458 458 1/2 459 459 1/2 460 460 1/2 461 461 1/2 462 462 1/2 463 463 1/2 464 464 1/2 465 465 1/2 466 466 1/2 467 467 1/2 468 468 1/2 469 469 1/2 470 470 1/2 471 471 1/2 472 472 1/2 473 473 1/2 474 474 1/2 475 475 1/2 476 476 1/2 477 477 1/2 478 478 1/2 479 479 1/2 480 480 1/2 481 481 1/2 482 482 1/2 483 483 1/2 484 484 1/2 485 485 1/2 486 486 1/2 487 487 1/2 488 488 1/2 489 489 1/2 490 490 1/2 491 491 1/2 492 492 1/2 493 493 1/2 494 494 1/2 495 495 1/2 496 496 1/2 497 497 1/2 498 498 1/2 499 499 1/2 500 500 1/2 501 501 1/2 502 502 1/2 503 503 1/2 504 504 1/2 505 505 1/2 506 506 1/2 507 507 1/2 508 508 1/2 509 509 1/2 510 510 1/2 511 511 1/2 512 512 1/2 513 513 1/2 514 514 1/2 515 515 1/2 516 516 1/2 517 517 1/2 518 518 1/2 519 519 1/2 520 520 1/2 521 521 1/2 522 522 1/2 523 523 1/2 524 524 1/2 525 525 1/2 526 526 1/2 527 527 1/2 528 528 1/2 529 529

RETAIL SELLING PRICES—Continued.

L. & G. ENAMELED WARE—

0	Oval Foot Baths.	150	.....	.50	08	Drinking Cups.	220	.....	2.00	1	Covered Bake Pans.	1	.....	\$.45
1	.....	250	.....	.55	09	.....	222	.....	2.50	20	Round Bake Pans.	20	.....	\$.40
2	.....	350	.....	.65	10	.....	2121	.....	1.30	30	.....	30	.....	.45
3	.....	450	.....	.80	11	.....	2141	.....	1.45	40	.....	40	.....	.50
4	.....	650	.....	1.00	12	.....	2161	.....	1.75	50	.....	50	.....	.55
	Coffee Biggins.	850	.....	1.25	13	.....	2181	.....	2.00	60	.....	60	.....	.60
0	.....	1050	.....	1.50	14	.....	2201	.....	2.25	70	Bed or Douche Pans.	7	.....	\$.20.00
01	.....	1250	.....	1.75	15	.....	2221	.....	2.75	8	.....	8	.....	.25.00
00	.....	1501	.....	.60	16	Pieced Cups.	70	Milk Kettles.	.40	1	Bed Pans.	1	.....	\$.30.00
00	.....	1501	.....	.60	20	.....	71	.....	.50	2	.....	2	.....	.35
010	.....	2501	.....	.70	25	.....	72	.....	.55	3	.....	3	.....	.35
020	.....	3501	.....	.80	30	.....	73	.....	.65	4	.....	4	.....	.35
030	.....	4501	.....	.95	40	.....	74	.....	.75	5	.....	5	.....	.35
040	.....	.....	.....	.....	50	Straight Cups.	75	.....	.80	6	.....	6	.....	.35
050	.....	.....	.....	.....	6	.....	76	.....	1.05	7	.....	7	.....	.35
	Coffee Boilers.	6501	.....	\$.1.05	130	.....	77	.....	.85	8	.....	8	.....	.35
60	.....	8501	.....	1.40	130	.....	78	.....	.75	9	.....	9	.....	.35
70	.....	10501	.....	1.75	50	Miners' Cups.	79	.....	.70	10	.....	10	.....	.35
80	.....	12501	.....	2.00	10	.....	80	.....	1.05	11	.....	11	.....	.35
90	.....	.....	.....	.....	10	.....	81	.....	.85	12	.....	12	.....	.45
100	.....	.....	.....	.....	10	.....	82	.....	.75	13	.....	13	.....	.55
601	.....	.....	.....	.....	10	.....	83	.....	.65	14	.....	14	.....	.55
701	.....	.....	.....	.....	10	.....	84	.....	.55	15	.....	15	.....	.55
801	.....	.....	.....	.....	10	.....	85	.....	.45	16	.....	16	.....	.55
901	.....	.....	.....	.....	10	.....	86	.....	.35	17	.....	17	.....	.55
1001	.....	.....	.....	.....	10	.....	87	.....	.25	18	.....	18	.....	.55
	Fish Boilers.	10	.....	\$.1.60	10	.....	88	.....	.15	19	.....	19	.....	.55
218	.....	Acme Dinner Buckets.	140	.....	\$.1.75	100	.....	.35	14	Lipped Re-serving Kettles.	100	.....	\$.45	
230	.....	.....	240	.....	3.00	20	.....	.35	16	.....	200	.....	.50	
232	.....	.....	340	.....	1.60	400	.....	.40	18	.....	300	.....	.65	
2181	.....	.....	8401	.....	1.65	10	.....	.45	20	.....	325	.....	.75	
2301	.....	.....	.....	.....	.....	20	.....	.55	22	.....	350	.....	.85	
2321	.....	.....	.....	.....	.....	30	.....	.65	24	.....	400	.....	.95	
	Ham Boilers.	14	.....	\$.1.80	30	.....	36	.....	.65	26	.....	425	.....	1.00
170	.....	31	.....	1.60	30	.....	38	.....	.80	28	.....	450	.....	1.05
175	.....	41	.....	1.80	161	.....	39	.....	.90	30	.....	475	.....	1.15
	Milk or Rice Boilers.	110	.....	\$.1.65	151	.....	42	.....	1.05	32	.....	500	.....	1.25
14	.....	111	.....	1.75	55	Genuine Cocoa Shaped Dippers.	44	.....	1.15	34	.....	550	.....	1.45
16	.....	112	.....	1.85	55	.....	46	.....	1.25	36	.....	.....	.....	.....
18	.....	113	.....	1.85	55	.....	48	.....	1.35	38	.....	.....	.....	.....
20	.....	118	.....	2.10	55	.....	50	.....	1.45	40	.....	.....	.....	.....
22	.....	.....	.....	.....	55	.....	52	.....	1.55	42	.....	.....	.....	.....
24	.....	.....	.....	.....	55	.....	54	.....	1.65	44	.....	.....	.....	.....
26	.....	.....	.....	.....	55	.....	56	.....	1.75	46	.....	.....	.....	.....
28	.....	.....	.....	.....	55	.....	58	.....	1.85	48	.....	.....	.....	.....
30	.....	.....	.....	.....	55	.....	60	.....	1.95	50	.....	.....	.....	.....
32	.....	.....	.....	.....	55	.....	62	.....	2.05	52	.....	.....	.....	.....
34	.....	.....	.....	.....	55	.....	64	.....	2.15	54	.....	.....	.....	.....
36	.....	.....	.....	.....	55	.....	66	.....	2.25	56	.....	.....	.....	.....
38	.....	.....	.....	.....	55	.....	68	.....	2.35	58	.....	.....	.....	.....
40	.....	.....	.....	.....	55	.....	70	.....	2.45	60	.....	.....	.....	.....
42	.....	.....	.....	.....	55	.....	72	.....	2.55	62	.....	.....	.....	.....
44	.....	.....	.....	.....	55	.....	74	.....	2.65	64	.....	.....	.....	.....
46	.....	.....	.....	.....	55	.....	76	.....	2.75	66	.....	.....	.....	.....
48	.....	.....	.....	.....	55	.....	78	.....	2.85	68	.....	.....	.....	.....
50	.....	.....	.....	.....	55	.....	80	.....	2.95	70	.....	.....	.....	.....
52	.....	.....	.....	.....	55	.....	82	.....	3.05	72	.....	.....	.....	.....
54	.....	.....	.....	.....	55	.....	84	.....	3.15	74	.....	.....	.....	.....
56	.....	.....	.....	.....	55	.....	86	.....	3.25	76	.....	.....	.....	.....
58	.....	.....	.....	.....	55	.....	88	.....	3.35	78	.....	.....	.....	.....
60	.....	.....	.....	.....	55	.....	90	.....	3.45	80	.....	.....	.....	.....
62	.....	.....	.....	.....	55	.....	92	.....	3.55	82	.....	.....	.....	.....
64	.....	.....	.....	.....	55	.....	94	.....	3.65	84	.....	.....	.....	.....
66	.....	.....	.....	.....	55	.....	96	.....	3.75	86	.....	.....	.....	.....
68	.....	.....	.....	.....	55	.....	98	.....	3.85	88	.....	.....	.....	.....
70	.....	.....	.....	.....	55	.....	100	.....	3.95	90	.....	.....	.....	.....
72	.....	.....	.....	.....	55	.....	102	.....	4.05	92	.....	.....	.....	.....
74	.....	.....	.....	.....	55	.....	104	.....	4.15	94	.....	.....	.....	.....
76	.....	.....	.....	.....	55	.....	106	.....	4.25	96	.....	.....	.....	.....
78	.....	.....	.....	.....	55	.....	108	.....	4.35	98	.....	.....	.....	.....
80	.....	.....	.....	.....	55	.....	110	.....	4.45	100	.....	.....	.....	.....
82	.....	.....	.....	.....	55	.....	112	.....	4.55	102	.....	.....	.....	.....
84	.....	.....	.....	.....	55	.....	114	.....	4.65	104	.....	.....	.....	.....
86	.....	.....	.....	.....	55	.....	116	.....	4.75	106	.....	.....	.....	.....
88	.....	.....	.....	.....	55	.....	118	.....	4.85	108	.....	.....	.....	.....
90	.....	.....	.....	.....	55	.....	120	.....	4.95	110	.....	.....	.....	.....
92	.....	.....	.....	.....	55	.....	122	.....	5.05	112	.....	.....	.....	.....
94	.....	.....	.....	.....	55	.....	124	.....	5.15	114	.....	.....	.....	.....
96	.....	.....	.....	.....	55	.....	126	.....	5.25	116	.....	.....	.....	.....
98	.....	.....	.....	.....	55	.....	128	.....	5.35	118	.....	.....	.....	.....
100	.....	.....	.....	.....	55	.....	130	.....	5.45	120	.....	.....	.....	.....
102	.....	.....	.....	.....	55	.....	132	.....	5.55	122	.....	.....	.....	.....
104	.....	.....	.....	.....	55	.....	134	.....	5.65	124	.....	.....	.....	.....
106	.....	.....	.....	.....	55	.....	136	.....	5.75	126	.....	.....	.....	.....
108	.....	.....	.....	.....	55	.....	138	.....	5.85	128	.....	.....	.....	.....
110	.....	.....	.....	.....	55	.....	140	.....	5.95	130	.....	.....	.....	.....
112	.....	.....	.....	.....	55	.....	142	.....	6.05	132	.....	.....	.....	.....
114	.....	.....	.....	.....	55	.....	144	.....	6.15	134	.....	.....	.....	.....
116	.....	.....	.....	.....	55	.....	146	.....	6.25	136	.....	.....	.....	.....
118	.....	.....	.....	.....	55	.....	148	.....	6.35	138	.....	.....	.....	.....
120	.....	.....	.....	.....	55	.....	150	.....	6.45	140	.....	.....	.....	.....
122	.....	.....	.....	.....	55	.....	152	.....	6.55	142	.....	.....	.....	.....
124	.....	.....	.....	.....	55	.....	154	.....	6.65	144	.....	.....	.....	.....
126	.....	.....	.....	.....	55	.....	156	.....	6.75	146	.....	.....	.....	.....
128	.....	.....	.....	.....	55	.....	158	.....	6.85	148	.....	.....	.....	.....
130	.....	.....	.....	.....	55	.....	160	.....	6.95	150	.....	.....	.....	.....
132	.....	.....	.....	.....	55	.....	162	.....	7.05	152	.....	.....	.....	.....
134	.....	.....	.....	.....	55	.....	164	.....	7.15	154	.....	.....	.....	.....
136	.....	.....	.....	.....	55	.....	166	.....	7.25	156	.....	.....	.....	.....
138	.....	.....	.....	.....	55	.....	168	.....	7.35	158	.....	.....	.....	.....
140	.....	.....	.....	.....	55	.....	170	.....	7.45	160	.....	.....	.....	.....
142	.....	.....	.....	.....	55	.....	172	.....	7.55	162	.....	.....	.....	.....
144	.....	.....	.....	.....	55	.....	174	.....	7.65	164	.....	.....	.....	.....
146	.....	.....	.....	.....	55	.....	176	.....	7.75	166	.....	.....	.....	.....
148	.....	.....	.....	.....	55	.....	178	.....	7.85	168	.....	.....	.....	.....
150	.....	.....	.....	.....	55	.....	180	.....	7.95	170	.....	.....	.....	.....
152	.....	.....	.....	.....	55	.....	182	.....	8.05	172	.....	.....	.....	.....
154	.....	.....	.....	.....	55	.....	184	.....	8.15	174	.....	.....	.....	.....
156	.....	.....	.....	.....	55	.....	186	.....	8.25	176	.....	.....	.....	.....
158	.....	.....	.....	.....	55	.....	188	.....	8.35	178	.....	.....	.....	.....
160	.....	.....	.....	.....	55	.....	190	.....	8.45	180	.....	.....	.....	.....
162	.....	.....	.....	.....	55	.....	192	.....	8.55	182	.....	.....	.....	.....
164	.....	.....	.....	.....	55	.....	194	.....	8.65	184	.....	.....	.....	.....
166	.....	.....	.....	.....	55	.....	196	.....	8.75	186	.....	.....	.....	.....
168	.....	.....	.....	.....	55	.....	198	.....	8.85	188	.....	.....	.....	.....
170	.....	.....	.....	.....	55	.....	200	.....	8.95	190	.....	.....	.....	.....
172	.....	.....	.....	.....	55	.....	202	.....	9.05	192	.....	.....	.....	.....
174	.....	.....	.....	.....	55	.....	204	.....	9.15	194	.....	.....	.....	.....
176	.....	.....	.....	.....	55	.....	206	.....	9.25	196	.....	.....	.....	.....

RETAIL SELLING PRICES—Continued

55 ..... .70	Lipped Sauce Pans.	58 Soup Plates.	1450 1.60	218 6.00
56 ..... .75	9 ..... .25	59 ..... .25	1450 1.90	224 7.50
Muffin Pans.	10 ..... .30	60 ..... .35	1450 2.25	226 9.00
406 ..... .45	12 ..... .30	Coffee Pots.	Berlin Sauce Pots.	212 9.00
408 ..... .55	14 ..... .35	2 1/2 ..... .55	02 ..... .55	218 12.00
409 ..... .65	16 ..... .35	3 ..... .60	03 ..... .65	224 15.00
413 ..... .75	18 ..... .45	4 ..... .65	04 ..... .75	226 18.00
Corn Cake Pans.	20 ..... .45	5 ..... .65	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .55	15 ..... .65	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	25 ..... .75	08 1.15	14 3.00
709 ..... .75	26 ..... .65	35 ..... .85	010 1.40	17 3.25
713 ..... .85	28 ..... .80	45 ..... .90	012 1.65	21 3.75
Milk Pans.	30 ..... .95	55 1.05	021 ..... .65	101 3.00
00 ..... .30	Straight Sauce Pans.	21 1/2 ..... .55	031 ..... .75	141 3.25
0 ..... .30	250 ..... .55	31 ..... .60	041 ..... .90	171 3.75
11 ..... .35	350 ..... .65	51 ..... .65	051 1.00	211 3.25
15 ..... .35	450 ..... .80	151 ..... .75	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	251 ..... .85	081 1.35	Roasters.
30 ..... .35	Shallow Stew Pans.	351 ..... .90	0101 1.65	150 \$2.50
40 ..... .40	3 ..... .30	451 1.00	0121 1.85	180 3.25
50 ..... .50	4 ..... .35	551 1.15	Convex Sauce Pots.	200 4.20
60 ..... .55	5 ..... .40	05 ..... .90	212 \$1.05	Grocers' Scoops.
80 ..... .65	6 ..... .50	015 1.00	214 1.25	2 ..... .40
100 ..... .70	Deep Stew Pans.	025 1.15	216 1.50	3 ..... .50
130 ..... .85	14 ..... .35	035 1.30	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	045 1.55	220 2.00	5 ..... .65
50 ..... .35	18 ..... .40	055 1.50	222 2.50	20 ..... .55
100 ..... .35	20 ..... .45	051 1.00	2121 1.20	30 ..... .65
150 ..... .50	22 ..... .50	0151 1.05	2141 1.40	40 ..... .85
200 ..... .50	Molasses Pitchers.	0251 1.15	2161 1.75	50 1.00
300 ..... .55	601 ..... .55	0351 1.30	2181 2.00	Flat Skimmers.
400 ..... .55	Convex Water	0451 1.40	2201 2.25	9 ..... .20
500 ..... .55	Pitchers.	0551 1.55	2221 2.75	10 ..... .20
600 ..... .55	401 ..... .60	Tea Pots.	Oval Sauce Pots.	11 ..... .25
800 ..... .65	403 ..... .65	00 ..... .50	2 \$2.00	13 ..... .25
1000 ..... .70	405 ..... .75	01 ..... .55	3 2.25	Spittoons.
1 ..... .50	407 ..... .85	02 ..... .60	4 2.50	200 ..... .35
2 ..... .55	409 ..... .90	03 ..... .65	30 2.25	300 1.10
3 ..... .65	411 1.00	04 ..... .70	30 2.50	Club Spittoons.
30 ..... .75	Water Pitchers.	05 ..... .75	40 2.75	100 \$1.25
Berlin Sauce Pans.	5 \$1.00	06 ..... .80	Straight Sauce Pots.	Hotel Spittoons.
02 ..... .55	10 1.15	07 ..... .85	014 ..... .50	150 \$2.50
03 ..... .65	20 1.25	08 ..... .90	016 ..... .65	Basting Spoons.
04 ..... .75	30 1.35	09 ..... .95	018 ..... .70	10 ..... .15
05 ..... .85	40 1.45	10 1.00	020 ..... .85	12 ..... .20
06 ..... .95	50 1.55	11 1.05	022 1.00	14 ..... .20
08 1.15	Pitchers & Bowls.	12 1.10	024 1.25	16 ..... .20
010 1.35	100 \$1.55	13 1.15	026 1.50	18 ..... .25
012 1.65	200 1.75	14 1.20	028 2.00	Steamers.
021 ..... .65	Dinner Plates.	15 1.25	080 2.25	7 \$1.15
031 ..... .75	19 ..... .25	16 1.30	082 2.50	8 1.35
041 ..... .90	20 ..... .30	17 1.35	80 1.25	9 1.50
051 1.00	21 ..... .35	18 1.40	100 1.50	Tea Steepers.
061 1.15	Pie Plates.	19 1.45	120 1.75	2 ..... .50
081 1.40	27 ..... .20	20 1.50	160 2.25	3 ..... .55
0101 1.65	28 ..... .20	2000 1.00	200 2.75	Handy Strainers.
0121 1.85	29 ..... .25	2010 1.10	801 1.40	140 ..... .15
Comb. Dbl Sauce	30 ..... .30	2020 1.20	1001 1.75	Gravy Strainers.
Pans.	31 ..... .35	2030 1.35	1201 2.00	2 \$1.35
1 \$1.50	32 ..... .35	2040 1.45	1601 2.50	Jelly Strainers.
11 1.75	33 ..... .35	2050 1.65	2001 3.00	20 \$1.80
Comb. Triple Sauce	34 ..... .35	Fireless Cooker Pots	Covered Stove Pots.	Oake Turners.
Pans.	35 ..... .35	420 ..... .85	706 \$1.25	13 ..... .15
10 \$2.25	36 ..... .35	620 1.15	707 1.50	14 ..... .20
101 2.50	37 ..... .35	820 1.40	708 2.00	Female Urinals.
Sauce Pans.	38 ..... .35	1420 1.25	709 2.50	1 \$2.00
162 ..... .55	Lebanon Pie Plates.	1620 1.60	7061 1.50	2 \$1.85
168 ..... .60	47 ..... .25	1820 1.90	7071 1.75	Male Urinals.
164 ..... .70	48 ..... .25	450 1.15	7081 2.25	
	49 ..... .30	650 1.55	7091 2.75	
	50 ..... .30	850 1.85	Soup Stock Pots.	
			212 \$4.50	

(Continued from page 153)

Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/2-4 1/2, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3 1/2-4 1/2, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3 1/2-4 1/2, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3 1/2-4 1/2, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3 1/2-4 1/2, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/2-4 1/2, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-4, \$2.50 each.

BABBITT—Frictionless, 85c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 80c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.40 lb.

BARB—Crown, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—1/4 x 18, 55c each; Goose Neck No. 3659, 1/4 x 24, 85c each; Goose Neck No. 3662, 1/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/4 x 15, 65c each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662, \$3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2-inch Rough, \$1.00 each; 3/4-inch, \$1.25 each; 1-inch, \$1.75 each; 1-inch, \$3.65 each. 112—1/2-inch Finished, \$1.25 each; 3/4-inch, \$1.50 each; 1-inch, \$2.25 each; 1-inch, \$4.25 each. 0112—1/2-inch Nickel-plated, \$1.50 each; 3/4-inch, \$1.75 each; 1-inch, \$2.50 each; 1-inch, \$4.50 each. Hose 1113—1/2-inch Rough, \$1.10 each; 3/4-inch, \$1.40 each; 1-inch, \$1.90 each; 1-inch, \$4.00 each; 1 1/4-inch, \$7.50 each; 1 1/2-inch, \$10.00 each. 113—1/2-inch Finished, \$1.50 each; 3/4-inch, \$1.85 each; 1-inch, \$2.40 each; 1-inch, \$4.50 each. 0113—1/2-inch Nickel plated, \$1.60 each; 3/4-inch, \$1.85 each; 1-inch, \$2.75 each.

BITS—Auger

Size 16ths	8	4-8	9-10	10-12	13-14	14-16	18	20
81—List.								
Doz...	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
81—Sell.								
Each...	.45	.40	.45	.50	.75	.90	1.10	1.20
100—List.								
Doz...	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each...	.45	.40	.45	.50	.75	.90	1.10	1.20
101—List.								
Doz...	5.00	6.00	7.00	8.25				
101—Sell.								
Each...	.40	.45	.50	.75				

RETAIL SELLING PRICES—Continued

BITS—Auger—Continued.

Size 16ths.	3	4-6	7	8	9	10	11-13	13-14
35—List.								
Dos. . .	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each. . .	.80	.35	.30	.35	.40	.45	.50	.60
Size 16ths.	15-16 17-18 20 22 24							
35—List.								
Dos. . .	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
35—Sell.								
Each. . .	.75	.70	.85	.95	1.00	1.10	1.15	
Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Dos. . .	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each. . .	.45	.65	.75	.90	.95	1.00	1.10	1.15
Size 16ths.	14 15 16							
47—List.								
Dos. . .	19.00	20.50	20.50	22.00				
47—Sell.								
Each. . .	1.20	1.30	1.30	1.40				
Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Dos. . .	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50
53—Sell.								
Each. . .	1.85	1.50	1.65	1.80	1.90	1.95	2.35	2.45
Solid Center, in Sets—111½, \$1.05 set; 15, \$2.85 set; 26, \$6.00 set; 35, \$8.50 set; 35C, \$8.50 set.								
Irwin, in Sets—53, \$4.50 set; 55, \$6.50 set; 55C, \$6.50 set.								
Russell Jennings, in Sets—4520½, \$7.00 set; 4532½, 4532½C, \$10.00 set; 4720½, \$7.00.								

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.

BLOCKS—Wood Tackle.

	Com. Sngl.	Com. Dbl.	Com. Triple	Pat. Sngl.	Pat. Dbl.	Pat. Trpl.
3-inch . . . . .	.80	\$1.45	\$1.90	\$1.20	\$2.30	\$3.20
4-inch . . . . .	.95	1.75	2.35	1.80	2.50	3.60
5-inch	1.00	1.90	2.50	1.40	2.80	3.85
6-inch	1.20	2.20	3.20	1.65	3.15	4.85
7-inch	1.45	2.65	3.85	1.65	3.65	5.50
8-inch	1.80	3.10	4.65	2.50	4.50	6.60
10-inch	3.00	4.90	6.85	3.85	6.60	9.85
12-inch	4.85	8.25	11.70	5.80	10.00	14.50

BLOCKS—Steel Tackle.

Size	Single	Double
3-inch . . . . .	.90	\$1.50
4-inch	1.00	1.85
5-inch	1.10	2.00
6-inch	1.25	2.25
8-inch	1.85	3.25
10-inch	3.00	5.00

BLOCKS—Wood Snatch.

6-inch	\$3.00
8-inch	4.35
10-inch	6.35
12-inch	7.50

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.25 each; No. 20, Springer, 54x13", no sleeve board, \$3.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.85 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—

Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.85 each; 36x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36, \$2.15 each; 32x42, \$2.75 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each.

Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 32x32, \$3.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.40 each; 26x32, \$2.40 each; 28x34, \$2.75 each; 30x38, \$3.25 each; 32x42, \$3.75 each.

BOARDS, WASH—Toy No. 815, 30c each; Single Zinc No. 820, 55c each; 980, 60 each; 983, 50c each; Double Zinc No. 984, 90c each; Brass No. 801, \$1.05 each; Blue Enamel No. 964, 85c each; Glass No. 963, 80c each.

BOLTS—

Common Carriage—3-16 & ¼-in.		5-16-in.		¾-in.		1½-in.	
Dos.	100	Dos.	100	Dos.	100	Dos.	100
1-1½	.20	1.00	.25	1.40	.30	1.90	.55
2	.30	1.10	.25	1.52	.30	2.06	.55
2½	.30	1.20	.30	1.64	.35	2.22	.60
3	.30	1.30	.30	1.76	.35	2.38	.60
3½	.25	1.40	.30	1.88	.40	2.54	.65
4	.25	1.50	.30	2.00	.40	2.70	.70
4½	.25	1.60	.35	2.12	.45	2.86	.75
5	.25	1.70	.35	2.24	.45	3.02	.80
5½	.30	1.80	.40	2.36	.50	3.18	.85
6	.30	1.90	.40	2.48	.50	3.34	.85
6½	.35	2.15	.45	2.60	.55	3.78	.90
7	.35	2.40	.45	3.11	.60	4.10	.95
7½	.40	2.75	.50	3.24	.65	4.38	1.00
8	.40	3.05	.50	3.37	.65	4.54	1.05
8½			.55	3.51	.70	4.72	1.10
9			.55	3.65	.75	4.90	1.15
9½			.60	3.79	.80	5.08	1.20
10			.60	3.92	.80	5.27	1.25

BOLTS—

Machine Square Head and Nut—

¾-in.		5-16-in.		¾-in.		1½-in.	
Dos.	100	Dos.	100	Dos.	100	Dos.	100
1-1½	.35	1.70	.30	2.00	.35	2.40	.40
			¾-in.		.80	5.30	1.90
			5-16-in.		.80	5.30	1.90
2	.25	1.78	.30	2.12	.35	2.56	.45
			¾-in.		.85	5.69	1.80
			5-16-in.		.85	5.69	1.80
2½	.30	1.86	.35	2.24	.40	2.72	.50
			¾-in.		.90	5.89	1.40
			5-16-in.		.90	5.89	1.40
3	.30	1.94	.35	2.36	.40	2.88	.55
			¾-in.		.95	6.08	1.45
			5-16-in.		.95	6.08	1.45
3½	.30	2.02	.40	2.48	.45	3.04	.55
			¾-in.		.75	4.73	1.05
			5-16-in.		.75	4.73	1.05
4	.30	2.10	.40	2.60	.45	3.20	.60
			¾-in.		.80	5.00	1.10
			5-16-in.		.80	5.00	1.10
4½	.35	2.20	.45	2.75	.50	3.40	.65
			¾-in.		.85	5.26	1.15
			5-16-in.		.85	5.26	1.15
5	.35	2.20	.45	2.90	.50	3.59	.70
			¾-in.		.85	5.53	1.20
			5-16-in.		.85	5.53	1.20
5½	.40	2.39	.50	3.03	.55	3.75	.70
			¾-in.		.90	5.80	1.25
			5-16-in.		.90	5.80	1.25
6	.40	2.47	.50	3.14	.60	3.91	.75
			¾-in.		.95	6.06	1.30
			5-16-in.		.95	6.06	1.30
6½			.55	3.27	.65	4.07	.80
			¾-in.		1.00	6.23	1.40
			5-16-in.		.95	6.23	1.40
7			.55	3.39	.65	4.24	.85
			¾-in.		1.00	6.59	1.45
			5-16-in.		.95	6.59	1.45
8			.60	3.63	.70	4.59	.90
			¾-in.		1.10	7.12	1.60
			5-16-in.		.95	7.12	1.60
9			.75	4.90			
			¾-in.		1.15	7.65	1.75
			5-16-in.		.95	7.65	1.75
10			.80	5.22			
			¾-in.		1.20	8.18	1.85
			5-16-in.		.95	8.18	1.85
11			.85	5.55			
			¾-in.		1.20	8.71	1.95
			5-16-in.		.95	8.71	1.95
12			.90	5.87			
			¾-in.		1.40	9.24	2.05
			5-16-in.		.95	9.24	2.05
13			1.50	9.77			
			¾-in.		1.60	10.30	2.30
			5-16-in.		.95	10.30	2.30
14			1.70	10.82			
			¾-in.		1.70	10.82	2.40
			5-16-in.		.95	10.82	2.40
15			1.75	11.36			
			¾-in.		1.75	11.36	2.50
			5-16-in.		.95	11.36	2.50

RETAIL SELLING PRICES—Continued.

CATCHES—Continued.

Friction Cabinet		Screen	
01820 1/4, EA	.15	01820 1/4, SHA, E	.20
21	.30	E 25	.30
J 25	.35	E 25	.30
Show Case		Transom	
1	.35	24	.45
2378 1/4	.65	4442 1/4, SH, KP, E	.35
4438, R, EA, KP	.35	4633, R, EA	.50
4438, SHA, E	.35	4633, SHA, KP, E	.60
4438 1/4, R, EA, KP	.30	8483, EA	.75
4438 1/4, SHA, E	.35	8483, E	.80
4438 1/4, R, EA	.30	8483 1/4, EA	.75
4438 1/4, SHA, KP	.35	8483 1/4, SHA, E	.80
4442, R, EA	.30	8442 1/4, EA	.60
4442, SHA, KP, E	.35	8442 1/4, SHA, E	.65
4442 1/4, R, EA	.30		

CHAINS—Tire.

Pair		Dual Solid Truck	
3 x 80	\$5.65	5 x 86	16.75
3 1/2 x 80	6.25	6 x 86	17.25
3 1/2 x 82	6.90	6 1/2 x 86	18.50
4 x 81	7.50	4 x 84	18.50
4 x 82	7.50	4 x 86	19.75
4 x 83	8.20	5 x 86	21.00
4 x 84	8.65	6 x 86	25.00
4 x 86	9.80	6 x 40	26.00
4 1/2 x 82	9.00	6 x 42	27.00
4 1/2 x 84	9.80		
4 1/2 x 85	10.00	Wood Cross Chains	
4 1/2 x 86	10.00	3	.07
5 x 85	11.20	3 1/2	.10
		4	.11
		4 1/2	.12
		5	.15

Rid-O-Skid

3 x 80	3.75	Truck Cross Chains	
3 1/2 x 80	4.00	Single 3 1/2	18.50
3 1/2 x 82	4.15	4	23.50
4 x 81	4.45	5	29.50
4 x 82	4.50	6	32.25
4 x 83	4.65		
4 x 84	4.80		

Single Solid Truck

3 1/2 x 82	\$9.50	Dual	
4 x 84	12.50	4	37.00
4 x 86	18.50	5	42.00
		6	46.75

CHAIN—German Straight Link (coil)—

6-0, 18c ft.; 5-0, 18c ft.; 4-0, 12c ft.; 3-0, 11c ft.; 2-0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7 1/2c ft.

Norway Straight Link (coil)—1/2, 35c lb.; 3/4, 35c lb.; 1, 30c lb. Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft. Proof Straight Link (coil)—3-16 black, 28c lb.; 1/4, 24c lb.; 5-16, 20c lb.; 3/4, 18c lb.; 7-16, 18c lb.; 1/2, 16c lb.; 1/4, 16c lb.; 1/8, 16c lb.

Proof Twisted Link (coil)—3-16 black, 35c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 3/4, 28c lb.; 7-16, 22c lb. B. B. Proof Straight Link (coil)—5-16, 24c lb.; 3/4, 20c lb.; 1/2, 20c lb.; 1/4, 18c lb.; 1/8, 18c lb.

Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft. Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12 1/2c yd.; 8 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 112 Brass, 25c yd.; 110 Brass, 30c yd.; 108 Brass, 35c yd.; 106 Brass, 40c yd.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd. Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft. 02P Steel Plain, 2 1/2c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, Set U., 15c set; 100, Set OB, 25c set.

CHALK—Carpenters, per piece, 2 1/4c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hank, size 130, each 5c; size 220, 5c; size 320, 5c. 50-ft. bal. size 150, each 10c; size 250, each 10c; size 350, each 10c.

CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$3.50; C-18, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, 1/4-inch, 75c each; 1-inch, 85c each; 1 1/4-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W., Corner, No. 165, 1/4-inch, \$2.75 each; 3/4-inch, \$3.00 each; 1-inch, \$3.25 each; 1 1/4-inch, \$3.50 each. P. S. and W., Firmer, No. 100 Plain, 1/4, 1/2-inch, 60c each; 3/4-inch, 65c each; 1-inch, 70c each; 1 1/4-inch, 75c each; 1 1/2-inch, 80c each; 1 3/4-inch, 85c each; 2-inch, 95c each; 2 1/4-inch, \$1.05 each; 2 1/2-inch, \$1.15 each.

15 Beveled, 1/4, 1/2-inch, 75c each; 3/4-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.05 each; 2-inch, \$1.15 each; 2 1/4-inch, \$1.20 each; 2 1/2-inch, \$1.35 each.

P. S. and W., Firmer (sets)—No. 116, 6, 1/4 to 2 Plain, \$5.50 set; 112, 12, 1/4 to 2 Plain, \$10.50 set; 106, 6, 1/4 to 2 Bevel, \$8.50 set; 132, 12, 1/4 to 2 Bevel, \$18.00 set.

P. S. and W., Framing—No. 20, 1/4, 1/2-inch, 85c each; 3/4-inch, 90c each; 1-inch, \$1.00 each; 1 1/4-inch, \$1.05 each; 1 1/2-inch, \$1.15 each; 1 3/4-inch, \$1.25 each; 2-inch, \$1.35 each; 2 1/4-inch, \$1.45 each; 2 1/2-inch, \$1.55 each; 3-inch, \$1.65 each. P. S. and W., Pocket—No. 21, 1/4, 1/2-inch, 75c each; 3/4-inch, 80c each; 1-inch, 85c each; 1 1/4-inch, 90c each; 1 1/2-inch, 95c each; 1 3/4-inch, \$1.00 each; 2-inch, \$1.05 each; 2 1/4-inch, \$1.15 each; 2 1/2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2 1/4-inch, \$4.00 each; 3-inch, \$4.75 each; 3 1/4-inch, \$5.25 each; 4-inch, \$6.25 each.

CHOPPERS—Meat and Food—

Universal		Enterprise	
0	\$1.85	501	1.35
1	2.25	602	1.50
2	2.75		
3	3.50	Enterprise	
		5	\$2.50
		10	4.35

CHURNS—Barrel, No. 0, \$7.25 each; 1, \$8.50; 2, \$9.25; 3, \$10.50; 4, \$12.00; 5, \$15.00.

Glass, Dasey (Churns), No. 10, \$1.75; 20, \$2.35; 30, \$3.75; 40, \$3.50. Glass, Dasey (Jars), No. 10, 45c; 20, 50c; 30, \$1.05; 40, \$1.30.

Tin, without Dasher, 1 1/2-gallon, \$1.50 each; 2-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each.

Dashers only, No. 40, 20c each.

CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.30 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.55 each; 63, \$2.00 each; 64, \$2.75 each; 65, \$3.50 each.

Quilt Frame, No. 1, 10c each; 3, 15c each; 52, 10c each; 53, 15c each.

CLEANERS—Window—

Rubber		Wood Floor—	
10-inch	.25	16-inch	.40
12-inch	.30	18-inch	.45
14-inch	.35	16-inch	.50

CLEAVES—Malleable, 15c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c; 1/2, 15c; 3/4, 20c; 1, 30c; 1 1/4, 35c; 1 1/2, 45c.

CLIPPERS—Bolt—

New Easy—		Extra Outters	
No. 0	\$3.50	No. 0	\$2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	3.00
No. 3	8.00	No. 3	3.75
O. K.—			
10-inch	1.50		
14-inch	1.75		

CLOCKS (ALARM)—Ace, \$8.00 each; America, \$1.85; Automatic, \$5.00; Bingo, \$8.50; Brownie, \$8.50; Circle, \$2.65; Columbia, \$8.00; Ideal, \$2.65; Indian, \$1.50; Iron Clad, \$2.40; Lookout, \$1.75; Prompter, \$2.75; Simplex, \$5.00; Sleepmeter 2, \$2.25; Sleepmeter 3, \$3.00; Startel, \$2.40; Tattoo, Jr., \$8.25; Tatoo Inc., \$8.25.

CLOTH—Emery, Nos. 00 to 3 1/2, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Alloxite—Nos. FF-90, 10c straight.

CLOTH WIRE—Screen, 12 M, black, 4c sq. ft.; 14 M, black, 4 1/2c sq. ft.; 16 M, black, 5 1/2c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5 1/2c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5 1/2c sq. ft.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$1.65
Per 125-lb. sack 2.25

COAL CHUTES—Hercules—

No. 1, 16x18	\$18.00	No. 5, 30x24	\$17.50
No. 2, 18x20	15.00	No. 6, 16x18	14.50
No. 3, 20x24	20.00	No. 7, 20x24	17.50
No. 4, 16x18	11.00	No. 8, 18x24	28.00

COLORS—Dry—

Lamp Black	.35	Black—Eng Coach lb.	.50
Ivory Drop Black	.35	Ivory Drop, lb.	.40
Prussian Blue	.35	Lamp, lb.	.45
Ultra Blue	.50	Blue—Prussian 1/4 lb.	.40
Umber Raw	.15	1/4 lb.	.65
Umber Burnt	.15	1 lb.	1.25
Sienna Raw	.15	Ultra 1/4 lb.	.20
Sienna Burnt	.15	1/4 lb.	.35
Van Dyke	.18	1 lb.	.60
Chrome Green	.25	Cobalt 1 lb.	.80
Chrome Yellow	.25	Brown—E&B Sienna 1	.40
Ochre Golden	.10	Umber 1 lb.	.40
Ochre Yellow	.04	Van Dyke 1 lb.	.50
Venetian	.04	Green—Chrome 1 lb.	.40
Indian Red	.15	Red—Amer Verm. lb.	.60
Eng. Verm. 1/4 lb.	1.40	Dutch Pink	.75
Eng. Verm. 1 lb.	2.80	Carmine	1.40
Tuscan	.45	Turkey	1.70
Indian	.30	Pars	1.30
Venetian	.25	Yellow—Chrome lb.	.50
Rose Pink	.50	Ochre—Golden lb.	.85
Rose Lake	1.00	Yellow, 1 lb.	.35

RETAIL SELLING PRICES—Continued.

FILES—Continued.

5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 8-3½, 25c; 4, 25c; 5, 30c; 6, 35c; 8, 40c. Flat bastard, ¾, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 55c; 14, 55c; 16, \$1.15. Half Round bastard, ¾, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 55c; 12, 75c; 14, 95c; 16, \$1.30. Mill bastard, ¾, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 55c; 16, 90c. Round bastard, 8-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 55c; 16, 90c. Square bastard, 8-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 55c; 14, 55c; 16, \$1.20.

Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, 1.50; 16, 2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16, \$2.30.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 85c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

	2602	2604	2612	2616	2619	2627	2628
Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete, each	\$1.50	\$1.75	\$2.10	\$2.10	\$2.50	\$1.85	\$1.10
Case & Bulb, ea.	1.10	1.85	1.50	1.70	1.90	.75	.70
Tubular Nos.	2630	2631	2632	2633	2634	2638	2639
Complete, each	\$1.75	\$2.00	\$2.50	\$3.25	\$2.75	\$3.90	\$4.25
Case & Bulb, ea.	1.35	1.60	1.90	2.65	2.35	3.50	3.65
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, each	\$1.50	\$1.10	\$1.40	\$1.10	\$1.40	\$1.40	\$1.75
Case & Bulb, ea.	1.10	.70	.95	.70	.95	1.00	1.80
Tubular Battery Nos.				705	706	790	791
Battery only, each				\$0.60	\$0.85	\$0.40	\$0.40
Pocket Battery Nos.	700	703	708	750	751	792	793
Battery only, each	\$0.40	\$0.45	\$0.40	\$0.45	\$0.40	\$0.40	\$0.45

Kwiklite Flashlights—

	5220	5221	5223	5229	5331	6240	6240B
Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, each	\$1.50	\$1.75	\$2.10	\$2.10	\$2.50	\$1.75	\$1.90
Case & Bulb, ea.	1.10	1.85	1.50	1.70	1.90	1.35	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, each	\$2.00	\$2.15	\$2.75	\$2.95	\$2.50	\$2.70	\$3.25
Case & Bulb, ea.	1.60	1.75	2.35	2.55	1.90	2.10	2.65
Pocket Nos.	2472	2573	3475	3475B	3577	3577B	3579
Complete, each	\$1.10	\$1.40	\$1.40	\$1.50	\$1.75	\$1.90	\$2.10
Case & Bulb, ea.	.70	.95	1.00	1.10	1.30	1.45	1.65

Watch Chain Nos. 6285 6285B Watch Chain Bat'y No. 1204 Complete, each \$1.25 \$1.85 Battery only, each \$0.85 Case and Bulb, each .95 1.05

Battery Nos. 1202 1203 1206 1207 1271 1301 1308 1309 Battery only, each \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—Arctic

No.	Each	2	3	4	5	6	8	10	12	15	20
1	\$3.00	3	4	5	6	8	10	12	15	20	25.00
2	3.50	4	5	6	8	10	12	15	20	25.00	
3	4.00	5	6	8	10	12	15	20	25.00		
4	5.00	6	8	10	12	15	20	25.00			
6	8.25	10	12	15	20	25.00					
8	8.25	10	12	15	20	25.00					
30 (Toy)	2.50	12	15	20	25.00						
White Mountain	3.60	15	20	25.00							

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

GALVANIZED WARE—

No.	Boilers, Coffee	Each	300	3	1.60
801½	1.10	400	4	2.00	
802	1.25	500	5	2.25	
803	1.85	600	6	2.75	
804	2.15	700	7	3.25	
806	2.40	800 (80)	8	7.00	
808	2.85	900 (90)	9	8.50	
810	2.25				
812	3.75				

No.	Boilers, Wash	Each	300	3	1.60
407 A	3.00	400	4	2.00	
408 A	3.25	500	5	2.25	
409 A	3.40	600	6	2.75	

No.	Bowls, Wash	Each	300	3	1.60
70	.40	400	4	2.00	
80	.50	500	5	2.25	

No.	Buckets, Fire	Each	300	3	1.60
112	1.15	400	4	2.00	
114	1.25	500	5	2.25	
314	1.40	600	6	2.75	

No.	Buckets, Well	Each	300	3	1.60
101	\$1.00	400	4	2.00	
121	1.25	500	5	2.25	
141	1.35	600	6	2.75	

No.	Cans, Ash	Each	300	3	1.60
2½	4.75	400	4	2.00	
3	5.50	500	5	2.25	
4	7.00	600	6	2.75	
5	8.50	700	7	3.25	

No.	Cans, Garbage, Smooth or Corrugated	Each	300	3	1.60
145 (16)	6.75	410	4	2.00	
200, 2	1.85	518	5	2.25	
		520	6	2.75	
		522	7	3.25	
		526	8	3.80	

No.	Pails, Water	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

No.	Pots, Watering; or Sprinklers	Each	300	3	1.60
8	.65	51	4	2.00	
10	.75	52	5	2.25	
12	.85	54	6	2.75	
14	.95				
16	1.00				
320	1.10				

No.	Pans, Refrigerator	Each	300	3	1.60
1	1.00	2	2.50		
2	1.15	3	2.85		
3	1.40	10	8.00		
		20	8.40		
		30	8.75		
514	1.35	420	8.00		
516	1.50	430	8.40		
		430	8.75		

RETAIL SELLING PRICES—Continued.

Chisel, No. 22, 10c each; 93, 35c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.

Drawer, No. 2, all finishes, 65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 80c each; 01007, 85c each; 01013, 85c each; 9854, 30c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.

Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.

Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.

Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 18-inch, 20c each; Shingling No. 35, 14-inch, 25c each.

Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRM, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 5½, 55c each; XP, 52, 65c each; XP, 52½, 65c each; XP, 52½, 75c each; 580, Grub, 70c each.

Maul, No. 335, 65c each; 336, 65c each.

Mop, No. 7, 80c each; 80, 50c each.

Pick, No. 327, Drifting, 80c each; 427, Drifting, 50c each; 527, Drifting, 55c each; 627, Drifting, 50c each; 325, Surface, 90c each; 425, Surface, 50c each; 525, Surface, 70c each; 625, Surface, 50c each.

Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$3.25 each; 3010, Plumb's, \$3.00; 3011, Plumb's, \$3.35.

Broad, No. TB 1, Plumb's, \$2.06 each; TB 2, Plumb's, 2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.50; TB 5, Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.85; 2992, Plumb's, \$2.00; 2993, Plumb's, \$2.25; 2994, Plumb's, \$2.50; 2995, Plumb's, \$2.75; 2996, Plumb's, \$3.00.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.35; PTC 2, Philadelphia, \$1.50; PTC 3, Philadelphia, \$1.65; 93, All Steel, \$1.00; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75; 2973, Plumb's, \$1.85.

Derrick, 582, Plumb's, \$2.50 each.

Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.35; 2987, Plumb's, \$2.50.

Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's, \$1.50; 602, Plumb's, \$1.65; 292, Plumb's, \$1.60; 2963, Plumb's, \$1.75.

Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110, Underhill's, \$2.75; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.40; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.60.

Shingling, No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.40; 592, Plumb's, \$1.60; 593, Plumb's, \$1.60; 2951, Plumb's, \$1.40; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.65.

Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 50c each; 12, 65c; 15, 80c; 18, 95c.

Linen, No. 12, 70c each; 015, 85c; 18, \$1.00; 020, \$1.15.

HINGES & BUTTS (Screws Included)—

No. 900 Lt. Strap Hinges. 8-inch75 8.00
Pr. Da. Pr. 10-inch 1.20 12.75
5-inch30 3.15 12-inch 1.75 17.00

No. 985 Cor. Strap Hgs. ¼-inch10 .75
Pr. Da. Pr. 1-inch10 .85
4-inch35 2.10 1½-inch10 .95
5-inch50 2.15 2-inch15 1.30
6-inch85 2.90 2½-inch15 1.45
10-inch90 9.50 3-inch20 1.60
12-inch 1.35 13.00 3½-inch20 1.85

No. 904 Lt. Tee Hinges. 3-inch15 1.75
Pr. Da. Pr. 4-inch20 1.90
5-inch30 2.10
6-inch35 2.40

No. 937 Cor. Tee Hinges. 4-inch35 3.00
Pr. Da. Pr. 5-inch40 3.40
6-inch60 5.00

No. 840. 1½-inch15 1.45
Pr. Da. Pr. 1-inch15 1.60
2-inch15 1.65
2½-inch20 1.80
3-inch20 2.00
3½-inch20 2.20
4-inch25 2.25

No. 731½. Cont. Ret. 5x5-in. 1.05 1.15
2½x2½-in.40 .45 5½x5½-in. 1.35 1.50

3x3-in.40 .45 No. 241 H&N. Cont. Ret. 2½x2½-in.50 .55

4x4-in.50 .55 3x3-in.50 .55

4½x4½-in.75 .85 3½x3½-in.50 .55

5x5-in.95 1.05 4x4-in.65 .75

5½x5½-in. 1.35 1.35 4½x4½-in.90 1.00

3½-in.60 .70 5x5-in. 1.10 1.20

4-in.70 .80 5½x5½-in. 1.35 1.50

4½-in.90 1.00 6x6-in. 1.60 1.75

No. 165 F&D2. Cont. Ret. 1475 F&D230 2.20

1½-in.35 .40 1475 SF&N25 2.80

2-in.40 .45 1474 F&D2, 1½35 2.40

2½-in.45 .50 No. 160 F&D2. Cont. Ret. 2½-in.40 .50

3-in.55 .65 3-in.45 .55

3½-in.65 .75 3½-in.45 .55

4-in.80 .95 4-in.70 .80

4½-in. 1.20 1.35 4½-in.95 1.05

No. 165N&SF2. Cont. Ret. 1½-in.40 .45

2-in.45 .50 2½-in.45 .50

3-in.50 .55 3-in.50 .60

3½-in.60 .70 3½-in.60 .70

4-in.70 .80 4-in.65 .75

4½-in.80 .90 4½-in. 1.00 1.15

No. 295 F&D2. Pr. Da. Pr. 2½-in.45 .55

3-in.30 2.90 3-in.55 .65

No. 295 SF2. Pr. Da. Pr. 1½-in.80 3.35

2-in.35 3.70 2½-in.85 4.00

3-in.40 4.60 No. 295 N. Pr. Da. Pr. 1½-in.35 3.80

2-in.40 4.20 2-in.40 4.30

2½-in.45 4.60 3-in.50 5.35

No. 733. 2½x2½-in.40 .45

3x3-in.40 .45 3½x3½-in.40 .45

4x4-in.50 .55 4½x4½-in.75 .85

5x5-in. 1.00 1.10 5½x5½-in. 1.35 1.35

6x6-in. 1.40 1.50 6x6-in. 1.60 1.65

No. 241 F&D2. 2½x2½-in.40 .45

3x3-in.40 .45 3½x3½-in.40 .45

4x4-in.55 .65 4½x4½-in.80 .95

5x5-in. 1.00 1.20 5½x5½-in. 1.30 1.50

6x6-in. 1.50 1.65 No. 241 SF 2. Cont. Ret. 2½x2½-in.45 .50

3x3-in.45 .55 3½x3½-in.50 .55

4x4-in.60 .65 4½x4½-in.85 .95

Hinges—Floor—Set Bommer, D 15 \$ 1.50

R, EA, 315 1.60 R, EA, KF, 3½ 3.75

SHA, E, 265 1.75 R, EA, E, 8½ 4.00

Chicago, R, EA, KF, 200 8.50 Rixon, 7 10.75

SHA, E, 200 4.00 10 12.00

R, EA, KF, 230 4.25 15 14.50

SHA, L, 230 4.50 20 25.00

Corbin, D, R, EA, 512, 1.75 25 32.00

SHA, E, 512 1.85 30 38.00

Katz, R, EA, KF, 2, 1.35 40 62.00

SHA, E, 2 1.50 Standard, R, EA, 450 6.75

R, EA, KF, 8 3.25 SHA, E, 450 7.25

SHA, E, 8 4.00 R, EA, 452 10.50

HODS—Coal—Open Galvanized 15 \$.75

1695 17 1.10

18 1.35 20 1.50

FOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, \$3.75

each; 9 E, \$4.25; 10 E, \$4.75; 11 E, \$5.75; 10-inch, \$2.00;

11-inch, \$2.40; 12-inch, \$2.85; 13-inch, \$3.25; 14-inch,

\$4.00; 10-inch lids, \$1.00; 11-inch lids, \$1.10; 12-inch

lids, \$1.25; 13-inch lids, \$1.60; 14-inch lids, \$1.80.

RETAIL SELLING PRICES—Continued.

HOLLOW WARE—Continued

Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.10 each; 8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each.
 Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 21, \$1.65 each; 22, \$1.75 each; 23, \$1.90 each.
 Kettles, Stove—No. 7, \$2.75 each; 8, \$3.00 each; 9, \$3.50 each; 10, \$3.85 each; 11, \$4.00 each; 12, \$4.50 each.
 Pots, Stove—No. 17, \$3.85 each; 18, \$4.00 each; 19, \$4.50 each; 20, \$4.85 each; 21, \$5.00 each; 22, \$5.50 each.
 Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.00 each; 6, \$1.10 each; 7, \$1.30 each; 8, \$1.85 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.75 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.85 each.
 Waffle Irons—No. 7, \$2.25 each; 8, \$2.50 each; 9, \$2.75 each; 7 D, \$2.75 each; 8 D, \$3.00 each; 9 D, \$3.50 each; 11, \$3.50 each; 12, \$5.00 each; 14, \$10.00 each.

HOOKS—Bright.

No.	Dos.	No.	Dos.
0	.85	104	.45
1	.75	105	.85
2	.65	106	.85
3	.55	107	.80
4	.45	108	.15
5	.35	109	.15
6	.25	110	.15
7	.20	111	.15
8	.15	112	.10
9	.15	113	.10
10	.15	114	.10
11	.10		
12	.10		
13	.10		
14	.10		

Gross—60% Discount from List.

Brass No. 1412—	Dos.	1 1/4, 2 for 5c.	Dos.
1/2	.20	1 1/4	.40
3/4	.20	1 1/2	.50
1	.20	1 3/4	.75
1 1/2	.25	2, 2 for 15c.	.85
2	.30		
Brass Cup No. 181—	Dos.	1, 2 for 5c.	Dos.
1/2	.20	1 1/4	.40
3/4	.20	1 1/2	.50
1	.20	1 3/4	.75
1 1/2	.25	2, 2 for 15c.	.85

HOSE COUPLINGS—Cm Size 1/2 each 20c; 3/4, 20c; 1, 20c.

HOSE (GARDEN)

Coupled Fifty Foot Lengths—Astec, 1/2 inch 24c foot.
 Aztec, 1/2 inch 28c; Deluge, 1/2 inch 28c, Deluge, 1/2 inch.
 27c; Delphos, 1/2 inch, 20c; Delphos, 1/2 inch 28c; Sierra,
 1/2 inch 22c, Sierra, 1/2 inch, 25c; Simi, 1/2 inch 17c, Simi,
 1/2 inch 21c; Solar Cotton, 1/2 inch, 20c, Solar Cotton, 1/2
 inch 23c; Summit, 1/2 inch 20c; Summit, 1/2 inch 23c; Ten
 Cee, 1/2 inch 17c, Ten Cee, 1/2 inch 21c; Torrent, 1/2 inch
 23c, Torrent, 1/2 inch 27c; Union Arrow, plain, 1/2 inch 18c,
 Union Arrow, plain, 1/2 inch 21c, Union Arrow, WW, 1/2
 inch 21c, Union Arrow, 1/2 inch 20c; Whirlpool, 1/2 inch
 20c, Whirlpool, 1/2 inch 28c.
 Reel Not Coupled—Endurrah Ribbed, 1/2 inch 24c, Endurrah
 Ribbed, 1/2 inch 28c, Endurrah Smooth, 1/2 inch 25c, Endurrah
 Smooth, 1/2 inch 28c; Goodrich Ribbed, 1/2 inch 27c, Good-
 rich Ribbed, 1/2 inch 31c; North Star Ribbed, 1/2 inch 23c,
 North Star Ribbed, 1/2 inch 27c; Rajah Ribbed, 1/2 inch
 22c, Rajah Ribbed, 1/2 inch 26c; Rajah Smooth, 1/2 inch
 22c, Rajah Smooth, 1/2 inch 26c; Utility Ribbed, 1/2 inch
 21c, Utility Ribbed, 1/2 inch 24c, Utility, Smooth 1/2 inch
 21c, Utility Smooth, 1/2 inch 24c.

ICE TOOLS—

No. 315 Plow, 8-in.	\$40.00
No. 316 Plow, 10-in.	47.50
No. 317 Plow, 12-in.	54.00
No. 320 Plow, 8-in.	42.50
No. 321 Plow, 10-in.	50.00
No. 322 Plow, 12-in.	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.35
No. 520 Ice Hooks, 4-ft.	1.85
4 1/2 ft.	1.40
5 ft.	1.50
6 ft.	1.65
No. 1 Ice Tong V & B	1.75
No. 2	2.00
No. 3	2.25
No. 540, 18-inch	2.00
14 1/2 inch	2.15
16 1/2 inch	2.35
Pond Ice Saws—Tiller Handle.	
4 1/2 foot	5.75
5 foot	6.25
5 1/2 foot	6.75

IRON—Bars Small Lots. (Cutting Extra)

Common Bar	.06 lb. Base
Angle Iron, 1/2 inch	.10
Angle Iron, 3/4 inch	.08
Angle Iron, 1/2 inch and heavier	.07%
Rd. sq. and sq. twisted—	
1/4-inch and smaller	7.50 Base
5/16-inch	7.00
3/4 to 2 1/4 inch	6.50
3-inch and larger	7.50
Plate, all sizes	6.50

IRONS—Sad. Common, 15c lb.; Mrs. Potts No. 50, \$2.50 set;
 Dover No. 70, \$2.75 set.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50;
 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

Butcher—	No.	Each	No.	Each
	526	5	1500	7
	526	5 1/2	1500	8
	526	6	1910	6
	526	6 1/2	1910	7
	526	8	1910	8
	526	9	2200	6
	526	10	2200	7
	526	7	2200	8
	526	12	3047	6
	526	14	3047	6 1/2
	790	6	3047	7
	790	7	3047	8
	790	8	3047	10
	1500	6	3047	12

Cheese—

Cooks French—	Draw—
267	6
267	8
267	9
267	10
267	12
Corn—	
2	.90
3	.50
5	.45
10	.60

KNIVES—Hay—Lightnin' \$1.85; Iwan Sickle, \$2.00; Iwan
 Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
 King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c dos.

LACING—Belt—

Leather	Bristol
Size 1/4, per ft.	.03
Size 5/16, per ft.	.03
Size 3/8, per ft.	.04
Size 1/2, per ft.	.05
Size 5/8, per ft.	.06
Size 3/4, per ft.	.08
No. 1, box 50 ft.	.60
No. 2	.65

LADDERS—Extension, No. 1, 35c foot. Step, Climax, 60c
 foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Bays—No. 539, 45c each; 1590, Cadet, 25c.
 Dash—No. 321, Prisco, \$2.25 each; 331, Prisco, \$2.50.
 Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.50
 each; 400, Prisco (Nustyle), \$1.80; 477, Prisco, \$1.65.
 Hot Blast Tubular—No. 165, Prisco \$1.15 each; 165R,
 Prisco (Ruby), \$1.60; 176, Prisco (Bullseye), \$1.60; 217,
 Prisco, \$1.15.

LEAD—White—12 1/2-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb.
 Keg, \$7.15; 100-lb. Keg, \$14.00.

LIFTS—Sash—Large Bar, \$1.25 dos.; Small Bar, \$1.10 dos.;
 Hook, 40c dos.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LINES, CLOTHES—Cotton, Braided—No. 550, 65c each; No.
 450, 40c each.

Cotton, Twisted—No. 140, 35c each; 150, 40c.
 Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20
 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c;
 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c.

Wire, Solid—100 foot, 9 gauge, 75c each.

MANILA ROPE—3-16-inch to 1/4-inch, 50c per lb; 1/2-inch
 and larger, 45c.

MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.85; 3, \$2.15;
 02, \$2.60; 03, \$3.25; 04, \$4.00; 05, \$4.75.
 Steel—No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.85
 each; 80, \$4.50 each; 100 rolls, 55c square foot.

MATTOCKS—

Short Cutter, No. 1800 Each \$1.90
 Long Cutter, No. 1790 Each 1.90
 Pick, No. 1810 Each 1.90
 Handled, D E 3 Each 1.85
 Handled, C E 3 1/2 Each 1.35
 Handled S Q 3 1/2 Each 1.10

MAULS—Post—No. 110, \$1.50 each; 118, \$1.75; 116, \$2.25;
 118, \$2.50; 120, \$2.75.
 Ship or Top—No. 1560, 85c lb.
 Wood Choppers—No. 2180, 85c lb.; 2181, 55c lb.

MILLS—Cider—

Junior	Senior
Medium	Force Feed
\$25.00	\$40.00
\$0.00	\$18.00

MOPs—Slasher

15 oz., each \$.75
 18 oz., each85
 21 oz., each 1.00

MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70
 or Janitor's, 65c each.

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$23. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lb. to Keg price. 1 to 50 lb.

Fine Blue 2&3	\$.08	Barb Box 8 to 20d.	.08
Fine Bright	.08	Barb Roof 1/2 to 1 1/2	.10
Common 2&3d.	.08	Barb Roof 1 to 1 1/2	.10
Common 4&5d.	.08	Plaster Board	.10
Common 6&7d.	.07	C. C. Box	.10
Common 8 to 60d.	.07	Out Casing 6&8	.08
Casing 2&3d.	.08	Galv. Felt	.15
Casing 4&5d.	.08	Galv. Boat	.12
Casing 6 to 30d.	.08	Clout	
Finishing 2&3d.	.10	Bulk, lb.	.80
Finishing 4&5d.	.08	1/2 lb. Papers, ea.	.30
Finishing 6 to 30d.	.08	Cigar Box	
Smooth Box 4 to 5d.	.08	Bulk, lb.	.80
Smooth Box 8 to 30d.	.08	1 lb. Papers, ea.	.85
Barb Box 4 to 5d.	.08	1/2 lb.	.90
Barb Box 6 to 30d.	.08	1/4 lb.	.15
Trunk		Horseshoe	
Bulk, lb.	.30	Capewell, lb.	.80
1 lb. Papers, ea.	.25	Northwestern	.80
1/2 lb.	.20	Union	.35
1/4 lb.	.15		

NETTING, POULTRY—Hexagon, Galvanized After Weaving—

2 inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91; 72 in., \$10.69.
Sell Full Roll—12 in., \$2.35; 18 in., \$3.40; 24 in., \$4.30; 30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80; 72 in., \$11.75.
Sell Cut (lin. ft.)—12 in., 2 1/2 c; 18 in., 3 1/2 c; 24 in., 4 1/2 c; 30 in., 5 c; 36 in., 5 1/2 c; 48 in., 7 1/2 c; 60 in., 9 1/2 c; 72 in., 11 1/2 c.
1 1/2-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.58; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.18; 72 in., \$15.75.
Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40; 30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in., \$14.50; 72 in., \$17.35.
Sell Cut (lin. ft.)—12 in., 3 1/2 c; 18 in., 4 1/2 c; 24 in., 6 1/2 c; 30 in., 7 1/2 c; 36 in., 8 1/2 c; 48 in., 11 1/2 c; 60 in., 14 c; 72 in., 16 1/2 c.
1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.88; 36 in., \$13.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.
Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$13.50; 48 in., \$18.00; 60 in., \$22.50; 72 in., \$27.00.
Sell Cut (lin. ft.)—12 in., 5 1/2 c; 18 in., 7 1/2 c; 24 in., 9 1/2 c; 30 in., 11 1/2 c; 36 in., 13 c; 48 in., 17 1/2 c; 60 in., 22 c; 72 in., 26 c.
3/4-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$13.30; 24 in., \$16.68; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.60; 60 in., \$35.68; 72 in., \$42.75.
Sell Full Roll—12 in., \$9.40; 18 in., \$13.50; 24 in., \$17.00; 30 in., \$20.50; 36 in., \$23.50; 48 in., \$31.25; 60 in., \$39.00; 72 in., \$46.50.
Sell Cut (lin. ft.)—12 in., 9 c; 18 in., 13 c; 24 in., 16 1/2 c; 30 in., 20 c; 36 in., 23 c; 48 in., 30 1/2 c; 60 in., 38 c; 72 in., 45 c.

NIPPERS—Nettleton—8-in., \$1.60 each; 10-in., \$1.85; 12-in., \$2.00; 14-in., \$2.45.

NIPPLERS—Right Hand.

Size	3	3 1/2	4	5	6	7	8
1/2, black	.04	.06	.06	.07	.08	.10	.12
1/2, galv.	.06	.11	.11	.12	.14	.16	.18
3/4, black	.04	.06	.06	.07	.08	.10	.12
3/4, galv.	.06	.11	.11	.12	.14	.16	.18
1, black	.04	.06	.06	.07	.08	.10	.12
1, galv.	.06	.11	.11	.12	.14	.16	.18
1 1/2, black	.05	.07	.07	.08	.10	.12	.14
1 1/2, galv.	.06	.11	.11	.12	.14	.16	.18
2, black	.06	.09	.09	.09	.11	.13	.15
2, galv.	.08	.14	.14	.14	.18	.21	.25
1, black	.08	.13	.13	.13	.15	.18	.22
1, galv.	.11	.19	.19	.19	.24	.28	.33
1 1/2, black	.11	.17	.17	.17	.20	.24	.29
1 1/2, galv.	.17	.29	.29	.29	.35	.42	.50
2, black	.17	.28	.28	.28	.35	.42	.50
2, galv.	.21	.31	.31	.31	.39	.48	.58
2 1/2, black	.18	.28	.27	.27	.32	.38	.46
2 1/2, galv.	.27	.47	.47	.47	.58	.70	.85

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size 1/4, 60c lb.; 5-16, 50c lb.; 3/8, 40c lb.; 7-16, 35c lb.; 1/2, 30c lb.; 9-16, 30c lb.; 5/8, 25c lb.; 3/4, 20c lb.; 7/8, 20c lb.; 1, 20c lb.

Hot Pressed U. S. S. Square, Tapped—Size 1/4, 85c lb.; 5-16, 80c lb.; 3/8, 77c lb.; 7-16, 25c lb.; 1/2, 21c lb.; 9-16, 18c lb.; 5/8, 18c lb.; 3/4, 17c lb.; 1, 17c lb.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair 40c; 3 1/2-in., per pair 60c; 3 1/2-in., per pair, 70c.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	\$.10	140	\$.15
16	.15	340	.30
100	.80		

OIL—Boiled Linseed, \$2.50 gal.

OILERS—

Mowing Machine—	No.	Each	14 B	Each
8 A	25	10	Steel, Railroad—	.50
8 B	40	11	16	.55
1100	20	00	Zinc, Chace's—	1.00
1120	35	00	11	1.25
1140	30	00	00	.10
Steel, Spring Bottom—		1	1	.15
12	25	2	2	.20
13	30	3	3	.25
13 A	35	4	4	.30
14	40	5	5	.35
14 AA	45	6	6	.45

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Standa, No. 15, cast, 90c; No. 15, extra heavy, \$1.35; No. 24, malleable, \$2.35.

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75

PADS—Sweet—No. 68 N12, Red Edge, 75c; No. 140 A12, Blue and White striped, \$1.50.

PADLOCKS—Corbin

No.	Each	No.	Each
1908	.50	1908	.50
9902	.65	9902	.65
9903 N O.	.60	9903 N O.	.60
21090	.75	21090	.75
Yale		Yale	
328	.65	328	.65
325	.80	325	.80
458 J	.85	458 J	.85
458 X	.85	458 X	.85
563	1.25	563	1.25
565	1.50	565	1.50
585	1.30	585	1.30
585	1.25	585	1.25
645 J	.60	645 J	.60
808	1.40	808	1.40
805	1.50	805	1.50
805 1/2	1.75	805 1/2	1.75
813	1.50	813	1.50
815	1.50	815	1.50
828	1.75	828	1.75
833	2.00	833	2.00
848	2.50	848	2.50
853	2.75	853	2.75
8454	2.00	8454	2.00

PAINT SUNDRIES—

Alcohol (Denatured)	Gal.	1/2-gals.	1/2-Gal.
1-gallon	\$1.35	Quarts	.95
5-gallon	1.30	Porch—	
Barrel	\$1.30	Gals.	4.25
Glue		1/2-gals.	2.25
No. 2 Gelatine	.65	Quarts	1.20
Chicago White	.65	Oil	
Lead, Selby White		Floor	.65
500 lbs. or more	.15%	Gloss	.60
100-lb. kegs	.16	Lard, No. 1	2.50
50 and 35-lb. kegs	.16%	Lin-O-Oil	.90
12 1/2-lb. kegs	.16%	Linseed, Boiled	2.50
Paint, Dry Colors		Linseed, Raw	2.40
Burnt Umber	.05%	Neatsfoot No. 1	2.50
Chrome Green, Med.	.15	Neutral	.45
Graphite	.06%	Paraffine	.55
Princess Metallic	.04	Tints, Kalsomine	Lb.
Raw Sienna	.07	Barrels	.09 1/2
Venetian Red	.04%	Kegs, 100 lbs.	.09 1/2
Yellow Ochre	.05	100-lb. bulk	.09 1/2
Paints, Ready Mixed		25 lb. bulk	.10
1st Grade, White		Less 25 lbs.	.10 1/2
Gals.	Gal. 4.40	100 lbs. 5-lb. pkgs.	.10 1/2
1/2-gals.	1/2-Gal. 2.30	Less 100 lb. 5-lb. pkgs.	.11
Quarts	Qt. 1.25	Kalsomine, White	
Pints	Pt. .70	Bbls., 280 lbs.	.08%
3/4-pints	3/4-Pt. .40	Kegs, 100 lbs.	.09
1st Grade, Colors		4 25-lb. pkgs. bulk	.09 1/2
Gals.	Gal. 4.25	25 lbs. bulk	.09 1/2
1/2-gals.	1/2-Gal. 2.25	Less 25 lbs.	.10
Quarts	Qt. 1.20	100 lbs., 5-lb. pkgs.	.09%
Pints	Pt. .65	Less 100 lbs.	.10
3/4-pints	3/4-Pt. .35	Turpentine	Gal.
2nd Grade White or Colors		1-gal.	1.25
Gals.	Gal. 3.90	5-gal.	.97
1/2-gals.	1/2-Gal. 1.60	Wax	1 lb.
Quarts	Qt. .95	Johnson's	.70
Inside Floor		Old English	.70
Gals.	Gal. 2.90	Bradley's	.65

RETAIL SELLING PRICES—Continued.

PANS—Acme Frying—

No. 00, each.....	.15	No. 4, each.....	.40
No. 0, each.....	.25	No. 5, each.....	.45
No. 1, each.....	.30	No. 6, each.....	.50
No. 2, each.....	.35	No. 7, each.....	.60
No. 3, each.....	.35		

PAPER—Asbestos, size 1-16 and under, 80c lb. cut; over

1-16, 80c lb.
 Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll.
 Tarrad Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.).

PAPER—Building—

P & B		Imitation P & B	
No. 1—500.....	\$2.00	No. 1—500.....	\$1.80
No. 1—1000.....	3.90	No. 1—1000.....	3.40
No. 2—500.....	2.95	No. 2—500.....	2.55
No. 2—1000.....	5.75	No. 2—1000.....	4.95
No. 3—500.....	4.00	No. 3—500.....	3.60
No. 3—1000.....	7.70	No. 3—1000.....	6.75

Red Resin—

17 lb.....	\$1.15	25 lb.....	\$1.65
20 lb.....	1.40	30 lb.....	1.90

PAPER—Roofing, Smooth or Sanded—Ply ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.35.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00½, 40c qr.; 1, 45c qr.; 1½, 55c qr.; 2, 65c qr.; 2½, 75c qr.; 3, 85c qr.

PEAVIES—

—Socket—		—Bangor—	
	Maple	Hickory	Maple
2½x4.....	\$2.50	\$2.75	\$3.00
4½.....	2.75	2.85	3.10
2½x4½.....	2.75	2.85	3.00
5.....	2.75	2.85	3.10
2½x4½.....	3.00	3.25	3.50
5.....	3.00	3.25	3.50
3x5.....	3.15	3.50	3.75

PERCOLATORS, COFFEE—Universal—

	Each	Each
44	\$4.00	1204 \$3.75
46	4.50	1206 4.00
48	5.00	1208 4.25
52	4.25	1210 5.00
54	4.50	1804 4.25
56	5.00	1806 4.50
58	5.50	1808 4.75
64	5.00	1810 5.00
66	5.50	1404 4.75
69	6.25	1406 5.00
614	6.75	1408 5.25
74	5.50	1410 5.50
76	6.00	1504 4.25
79	6.75	1506 4.50
714	7.25	1508 4.75
464	5.50	1510 5.25
466	6.00	1704 4.25
469	6.75	1706 4.50
474	6.00	1708 4.75
476	6.50	1710 5.25
479	7.25	

Percolator Tops, 10c each.

PICKS—Railroad—No. 1710, \$1.50 each; 1711, \$1.60; 1712, \$1.75; 1713, \$1.85; 1714, \$2.00; 1715, \$2.25.

Drifting—No. 1, \$1.35 each; 1½, \$1.50 each; 2, \$1.60 each; 3, \$1.75 each; 4, \$1.90 each.

PINS—Escutcheon—Small lots, 15c ea.; large lots, 40% over list.

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars, No. 013, 014, 15c; 25, 25½, 26, 10c ea.; 27, 15c ea.
 Oylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each;
 65 (1612), \$1.10 each; 75, \$1.20 each.
 Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
 Elbows, No. 3 Org., 20c each; 4 Org., 25c each; 5 Org., 25c each; 6 Org., 30c each; 7 Org., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 30c each; 5 Adj. 4 Pc., 30c each; 6 Adj. 4 Pc., 35c each; 3-inch Adj. Galvd., 35c each; 4-inch Adj. Galvd., 45c each; 3 Org. Jap., 35c each; 4 Org. Jap., 45c each.

Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c each; 40, 20c each.
 Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

	½-in.	¾-in.	1-in.	1½-in.	2-in.
	Blk.	Gal.	Blk.	Gal.	Blk.
Bushings.....	.05	.10	.05	.10	.15
Caps.....	.05	.10	.10	.15	.15
Couplings.....	.10	.10	.10	.15	.20
Crosses.....	.15	.20	.25	.30	.45
Elbows, 90 Deg.....	.10	.15	.10	.15	.20
Elbows, 45 Deg.....	.10	.10	.10	.15	.25
Elbows, Red.....	.15	.15	.20	.25	.30
Elbows, Street.....	.10	.10	.15	.20	.35
Floor Flanges.....	.20	.40	.30	.35	.40
Lock Nuts.....	.05	.10	.10	.15	.20
Plugs.....	.05	.05	.05	.05	.10
Reducers.....	.10	.15	.15	.20	.25
Return Bends.....	.20	.35	.35	.45	.50
Tees.....	.10	.15	.15	.20	.30
Unions.....	.20	.25	.20	.30	.35
Waste Nuts.....	.10	.10	.10	.10	.15

	1-in.	1½-in.	1½-in.	2-in.
	Gal.	Blk.	Gal.	Blk.
Bushings.....	.15	.10	.25	.30
Caps.....	.20	.20	.40	.45
Couplings.....	.20	.20	.25	.30
Crosses.....	.75	.55	.90	1.10
Elbows, 45 Deg.....	.30	.40	.65	.70
Elbows, 45 Deg.....	.30	.40	.65	.70
Elbows, Red.....	.35	.35	.60	.65
Elbows, Street.....	.40	.30	.55	.60
Floor Flanges.....	.70	.45	.80	1.10
Lock Nuts.....	.40	.35	.60	.65
Plugs.....	.10	.10	.15	.20
Reducers.....	.35	.25	.45	.55
Return Bends.....	.80	.65	1.80	.85
Tees.....	.30	.30	.50	.75
Unions.....	.45	.45	.65	.85
Waste Nuts.....	.15	.20	.30	.40

	¾-in.	1-in.	1½-in.	2-in.
	Gal.	Blk.	Gal.	Blk.
Close.....	.05	.05	.05	.07½
Long.....	.05	.10	.05	.10
4-in. Long.....	.05	.10	.08	.10
5-in. Long.....	.08	.10	.15	.15
6-in. Long.....	.08	.10	.15	.15

	1-in.	1½-in.	1½-in.	2-in.
	Gal.	Blk.	Gal.	Blk.
Close.....	.10	.10	.15	.20
Long.....	.20	.15	.25	.30
4-in. Long.....	.20	.15	.25	.30
5-in. Long.....	.20	.15	.25	.30
6-in. Long.....	.25	.20	.30	.35

PIPE, GAS AND WATER—Black, ½-inch, 7c foot; ¾-inch, 8c; 1-inch, 8c; 1½-inch, 10c; 2-inch, 12c; 2½-inch, 12c; 3-inch, 12c; 4-inch, 12c; 5-inch, 12c; 6-inch, 12c; 8-inch, 12c; 10-inch, 12c; 12-inch, 12c; 14-inch, 12c; 16-inch, 12c; 18-inch, 12c; 20-inch, 12c; 22-inch, 12c; 24-inch, 12c; 26-inch, 12c; 28-inch, 12c; 30-inch, 12c; 32-inch, 12c; 34-inch, 12c; 36-inch, 12c; 38-inch, 12c; 40-inch, 12c; 42-inch, 12c; 44-inch, 12c; 46-inch, 12c; 48-inch, 12c; 50-inch, 12c; 52-inch, 12c; 54-inch, 12c; 56-inch, 12c; 58-inch, 12c; 60-inch, 12c; 62-inch, 12c; 64-inch, 12c; 66-inch, 12c; 68-inch, 12c; 70-inch, 12c; 72-inch, 12c; 74-inch, 12c; 76-inch, 12c; 78-inch, 12c; 80-inch, 12c; 82-inch, 12c; 84-inch, 12c; 86-inch, 12c; 88-inch, 12c; 90-inch, 12c; 92-inch, 12c; 94-inch, 12c; 96-inch, 12c; 98-inch, 12c; 100-inch, 12c; 102-inch, 12c; 104-inch, 12c; 106-inch, 12c; 108-inch, 12c; 110-inch, 12c; 112-inch, 12c; 114-inch, 12c; 116-inch, 12c; 118-inch, 12c; 120-inch, 12c; 122-inch, 12c; 124-inch, 12c; 126-inch, 12c; 128-inch, 12c; 130-inch, 12c; 132-inch, 12c; 134-inch, 12c; 136-inch, 12c; 138-inch, 12c; 140-inch, 12c; 142-inch, 12c; 144-inch, 12c; 146-inch, 12c; 148-inch, 12c; 150-inch, 12c; 152-inch, 12c; 154-inch, 12c; 156-inch, 12c; 158-inch, 12c; 160-inch, 12c; 162-inch, 12c; 164-inch, 12c; 166-inch, 12c; 168-inch, 12c; 170-inch, 12c; 172-inch, 12c; 174-inch, 12c; 176-inch, 12c; 178-inch, 12c; 180-inch, 12c; 182-inch, 12c; 184-inch, 12c; 186-inch, 12c; 188-inch, 12c; 190-inch, 12c; 192-inch, 12c; 194-inch, 12c; 196-inch, 12c; 198-inch, 12c; 200-inch, 12c; 202-inch, 12c; 204-inch, 12c; 206-inch, 12c; 208-inch, 12c; 210-inch, 12c; 212-inch, 12c; 214-inch, 12c; 216-inch, 12c; 218-inch, 12c; 220-inch, 12c; 222-inch, 12c; 224-inch, 12c; 226-inch, 12c; 228-inch, 12c; 230-inch, 12c; 232-inch, 12c; 234-inch, 12c; 236-inch, 12c; 238-inch, 12c; 240-inch, 12c; 242-inch, 12c; 244-inch, 12c; 246-inch, 12c; 248-inch, 12c; 250-inch, 12c; 252-inch, 12c; 254-inch, 12c; 256-inch, 12c; 258-inch, 12c; 260-inch, 12c; 262-inch, 12c; 264-inch, 12c; 266-inch, 12c; 268-inch, 12c; 270-inch, 12c; 272-inch, 12c; 274-inch, 12c; 276-inch, 12c; 278-inch, 12c; 280-inch, 12c; 282-inch, 12c; 284-inch, 12c; 286-inch, 12c; 288-inch, 12c; 290-inch, 12c; 292-inch, 12c; 294-inch, 12c; 296-inch, 12c; 298-inch, 12c; 300-inch, 12c; 302-inch, 12c; 304-inch, 12c; 306-inch, 12c; 308-inch, 12c; 310-inch, 12c; 312-inch, 12c; 314-inch, 12c; 316-inch, 12c; 318-inch, 12c; 320-inch, 12c; 322-inch, 12c; 324-inch, 12c; 326-inch, 12c; 328-inch, 12c; 330-inch, 12c; 332-inch, 12c; 334-inch, 12c; 336-inch, 12c; 338-inch, 12c; 340-inch, 12c; 342-inch, 12c; 344-inch, 12c; 346-inch, 12c; 348-inch, 12c; 350-inch, 12c; 352-inch, 12c; 354-inch, 12c; 356-inch, 12c; 358-inch, 12c; 360-inch, 12c; 362-inch, 12c; 364-inch, 12c; 366-inch, 12c; 368-inch, 12c; 370-inch, 12c; 372-inch, 12c; 374-inch, 12c; 376-inch, 12c; 378-inch, 12c; 380-inch, 12c; 382-inch, 12c; 384-inch, 12c; 386-inch, 12c; 388-inch, 12c; 390-inch, 12c; 392-inch, 12c; 394-inch, 12c; 396-inch, 12c; 398-inch, 12c; 400-inch, 12c; 402-inch, 12c; 404-inch, 12c; 406-inch, 12c; 408-inch, 12c; 410-inch, 12c; 412-inch, 12c; 414-inch, 12c; 416-inch, 12c; 418-inch, 12c; 420-inch, 12c; 422-inch, 12c; 424-inch, 12c; 426-inch, 12c; 428-inch, 12c; 430-inch, 12c; 432-inch, 12c; 434-inch, 12c; 436-inch, 12c; 438-inch, 12c; 440-inch, 12c; 442-inch, 12c; 444-inch, 12c; 446-inch, 12c; 448-inch, 12c; 450-inch, 12c; 452-inch, 12c; 454-inch, 12c; 456-inch, 12c; 458-inch, 12c; 460-inch, 12c; 462-inch, 12c; 464-inch, 12c; 466-inch, 12c; 468-inch, 12c; 470-inch, 12c; 472-inch, 12c; 474-inch, 12c; 476-inch, 12c; 478-inch, 12c; 480-inch, 12c; 482-inch, 12c; 484-inch, 12c; 486-inch, 12c; 488-inch, 12c; 490-inch, 12c; 492-inch, 12c; 494-inch, 12c; 496-inch, 12c; 498-inch, 12c; 500-inch, 12c; 502-inch, 12c; 504-inch, 12c; 506-inch, 12c; 508-inch, 12c; 510-inch, 12c; 512-inch, 12c; 514-inch, 12c; 516-inch, 12c; 518-inch, 12c; 520-inch, 12c; 522-inch, 12c; 524-inch, 12c; 526-inch, 12c; 528-inch, 12c; 530-inch, 12c; 532-inch, 12c; 534-inch, 12c; 536-inch, 12c; 538-inch, 12c; 540-inch, 12c; 542-inch, 12c; 544-inch, 12c; 546-inch, 12c; 548-inch, 12c; 550-inch, 12c; 552-inch, 12c; 554-inch, 12c; 556-inch, 12c; 558-inch, 12c; 560-inch, 12c; 562-inch, 12c; 564-inch, 12c; 566-inch, 12c; 568-inch, 12c; 570-inch, 12c; 572-inch, 12c; 574-inch, 12c; 576-inch, 12c; 578-inch, 12c; 580-inch, 12c; 582-inch, 12c; 584-inch, 12c; 586-inch, 12c; 588-inch, 12c; 590-inch, 12c; 592-inch, 12c; 594-inch, 12c; 596-inch, 12c; 598-inch, 12c; 600-inch, 12c; 602-inch, 12c; 604-inch, 12c; 606-inch, 12c; 608-inch, 12c; 610-inch, 12c; 612-inch, 12c; 614-inch, 12c; 616-inch, 12c; 618-inch, 12c; 620-inch, 12c; 622-inch, 12c; 624-inch, 12c; 626-inch, 12c; 628-inch, 12c; 630-inch, 12c; 632-inch, 12c; 634-inch, 12c; 636-inch, 12c; 638-inch, 12c; 640-inch, 12c; 642-inch, 12c; 644-inch, 12c; 646-inch, 12c; 648-inch, 12c; 650-inch, 12c; 652-inch, 12c; 654-inch, 12c; 656-inch, 12c; 658-inch, 12c; 660-inch, 12c; 662-inch, 12c; 664-inch, 12c; 666-inch, 12c; 668-inch, 12c; 670-inch, 12c; 672-inch, 12c; 674-inch, 12c; 676-inch, 12c; 678-inch, 12c; 680-inch, 12c; 682-inch, 12c; 684-inch, 12c; 686-inch, 12c; 688-inch, 12c; 690-inch, 12c; 692-inch, 12c; 694-inch, 12c; 696-inch, 12c; 698-inch, 12c; 700-inch, 12c; 702-inch, 12c; 704-inch, 12c; 706-inch, 12c; 708-inch, 12c; 710-inch, 12c; 712-inch, 12c; 714-inch, 12c; 716-inch, 12c; 718-inch, 12c; 720-inch, 12c; 722-inch, 12c; 724-inch, 12c; 726-inch, 12c; 728-inch, 12c; 730-inch, 12c; 732-inch, 12c; 734-inch, 12c; 736-inch, 12c; 738-inch, 12c; 740-inch, 12c; 742-inch, 12c; 744-inch, 12c; 746-inch, 12c; 748-inch, 12c; 750-inch, 12c; 752-inch, 12c; 754-inch, 12c; 756-inch, 12c; 758-inch, 12c; 760-inch, 12c; 762-inch, 12c; 764-inch, 12c; 766-inch, 12c; 768-inch, 12c; 770-inch, 12c; 772-inch, 12c; 774-inch, 12c; 776-inch, 12c; 778-inch, 12c; 780-inch, 12c; 782-inch, 12c; 784-inch, 12c; 786-inch, 12c; 788-inch, 12c; 790-inch, 12c; 792-inch, 12c; 794-inch, 12c; 796-inch, 12c; 798-inch, 12c; 800-inch, 12c; 802-inch, 12c; 804-inch, 12c; 806-inch, 12c; 808-inch, 12c; 810-inch, 12c; 812-inch, 12c; 814-inch, 12c; 816-inch, 12c; 818-inch, 12c; 820-inch, 12c; 822-inch, 12c; 824-inch, 12c; 826-inch, 12c; 828-inch, 12c; 830-inch, 12c; 832-inch, 12c; 834-inch, 12c; 836-inch, 12c; 838-inch, 12c; 840-inch, 12c; 842-inch, 12c; 844-inch, 12c; 846-inch, 12c; 848-inch, 12c; 850-inch, 12c; 852-inch, 12c; 854-inch, 12c; 856-inch, 12c; 858-inch, 12c; 860-inch, 12c; 862-inch, 12c; 864-inch, 12c; 866-inch, 12c; 868-inch, 12c; 870-inch, 12c; 872-inch, 12c; 874-inch, 12c; 876-inch, 12c; 878-inch, 12c; 880-inch, 12c; 882-inch, 12c; 884-inch, 12c; 886-inch, 12c; 888-inch, 12c; 890-inch, 12c; 892-inch, 12c; 894-inch, 12c; 896-inch, 12c; 898-inch, 12c; 900-inch, 12c; 902-inch, 12c; 904-inch, 12c; 906-inch, 12c; 908-inch, 12c; 910-inch, 12c; 912-inch, 12c; 914-inch, 12c; 916-inch, 12c; 918-inch, 12c; 920-inch, 12c; 922-inch, 12c; 924-inch, 12c; 926-inch, 12c; 928-inch, 12c; 930-inch, 12c; 932-inch, 12c; 934-inch, 12c; 936-inch, 12c; 938-inch, 12c; 940-inch, 12c; 942-inch, 12c; 944-inch, 12c; 946-inch, 12c; 948-inch, 12c; 950-inch, 12c; 952-inch, 12c; 954-inch, 12c; 956-inch, 12c; 958-inch, 12c; 960-inch, 12c; 962-inch, 12c; 964-inch, 12c; 966-inch, 12c; 968-inch, 12c; 970-inch, 12c; 972-inch, 12c; 974-inch, 12c; 976-inch, 12c; 978-inch, 12c; 980-inch, 12c; 982-inch, 12c; 984-inch, 12c; 986-inch, 12c; 988-inch, 12c; 990-inch, 12c; 992-inch, 12c; 994-inch, 12c; 996-inch, 12c; 998-inch, 12c; 1000-inch, 12c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint; 4-inch, 30c; 5-inch, 35c; 6-inch, 40c; 7-inch, 45c; 8-inch, 45c; 9-inch, 45c; 10-inch, 45c; 11-inch, 45c; 12-inch, 45c; 13-inch, 45c; 14-inch, 45c; 15-inch, 45c; 16-inch, 45c; 17-inch, 45c; 18-inch, 45c; 19-inch, 45c; 20-inch, 45c; 21-inch, 45c; 22-inch, 45c; 23-inch, 45c; 24-inch, 45c; 25-inch, 45c; 26-inch, 45c; 27-inch, 45c; 28-inch, 45c; 29-inch, 45c; 30-inch, 45c; 31-inch, 45c; 32-inch, 45c; 33-inch, 45c; 34-inch, 45c; 35-inch, 45c; 36-inch, 45c; 37-inch, 45c; 38-inch, 45c; 39-inch, 45c; 40-inch, 45c; 41-inch, 45c; 42-inch, 45c; 43-inch, 45c; 44-inch, 45c; 45-inch, 45c; 46-inch, 45c; 47-inch, 45c; 48-inch, 45c; 49-inch, 45c; 50-inch, 45c; 51-inch, 45c; 52-inch, 45c; 53-inch, 45c; 54-inch, 45c; 55-inch, 45c; 56-inch, 45c; 57-inch, 45c; 58-inch, 45c; 59-inch, 45c; 60-inch, 45c; 61-inch, 45c; 62-inch, 45c; 63-inch, 45c; 64-inch, 45c; 65-inch, 45c; 66-inch, 45c; 67-inch, 45c; 68-inch, 45c; 69-inch, 45c; 70-inch, 45c; 71-inch, 45c; 72-inch, 45c; 73-inch, 45c;

RETAIL SELLING PRICES—Continued.

POLISHES—Continued.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c; 2 pound, \$1.40; 5 pound, \$5.00.
Metal—NonOilo, ½ pint, 50c each; 1 pint, 75c; 1 quart \$1.25.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O S Satinola, 10c; 2 O S Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enamelina, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enamelina, 10c; 6 E, Enamelina, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire

Gasoline, O. & L. 8 Quart..... 1.10
1 \$19.00 10 Quart..... 1.40
5 17.00 12 Quart..... 1.50
21 14.50 16 Quart..... 1.75
71 19.00 Tin—
72 17.00 4 Quart \$.55
221 22.50 6 Quart..... .65
Watering Galvanized 8 Quart..... .85
4 Quart..... \$.85 10 Quart..... 1.00
6 Quart..... 1.00

PULLERS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 850, ½ inch, 10c each; ¾, 10c each; 1, 10c each; 1½, 25c each; 1¾, 25c each; 2, 40c each. No. 870, ¾ inch, 25c each; 1, 40c each. Brass side, No. 1150, ¾ inch, 20c each; ¾, 25c each. No. 1170, ¾ inch, 25c each; ¾, 30c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2½, 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each; 2½, 25c each; 1660, 20c each; 1670, 20c each; 6850 G, 85c each; 6500, 55c each.

Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty
No. 5 Foot, \$.16
Richards-Wilcox
No. Foot Foot
9 \$.12 16,019 \$.50
182, 0182 50 15010

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

Eveready
No. No.
700, each \$1.00 706 B, Blades, Pkg... \$.40
2, each 3.00
Gem
800, each 1.00 800 B, Blades, Pkg... .50
Enders
900, each 1.00 900 B, Blades, Pkg... .25
Durham Domino
1000, each 1.00 1000 B, Blades, Pkg... .50
Gillette
00, each \$7.50 480, each 5.00
460, each 5.00 500, each 5.00
460 B, each 5.00 500 B, each 6.00
470, each 5.00 501, each 5.00
501 B, each 6.00 6 X B Blades, Pkg... .50
12 X B Blades, Pkg... 1.00
Auto Strop
1, set 5.00 2541, set 5.00
15, set 6.00 600 B Blades, Pkg... 1.00
25, set 6.50 600½ B Blades, Pkg... .50
251, set 5.00

REGISTERS—

Jap 6x8 \$1.65 White 6x8 \$1.65
Jap 8x10 1.65 White 8x10 2.00
Jap 10x12 2.40 White 10x12 2.90
Jap 10x14 3.15 White 10x14 3.80
Jap 12x14 4.85 White 12x14 5.25

REGISTER FACES—

Jap 6x8 \$1.00 White 6x8 \$1.80
Jap 8x10 1.10 White 8x10 1.45
Jap 10x12 1.70 White 10x12 2.20
Jap 10x14 2.30 White 10x14 2.85
Jap 12x14 3.80 White 12x14 5.65

REVOLVERS—

Colts, Model Each Each
Pocket Positive \$15.00
Police Positive 16.00 Harrington & Richardson
Police Positive Special 17.00 203, 223 8.00
Police Positive Target. 18.00 203 B, 223 B 8.50
Army Special \$18.00 204, 224 8.50
New Service 30.00 204 B, 224 B 9.00
Single Action 18.00 263, 273 9.00

Each Each
263 B, 273 B 9.50 344 B, 354 B 14.00
264, 274 9.50 360 B, 365 B 14.25
264 B, 274 B 10.00 Smith & Wesson
Iver Johnson 1905 Military, Police. 22.00
800, 303, 323 12.00 Regulation Police 21.00
800 B, 303 B, 323 B 12.50 1903 Hand Ejector 21.00
304, 324 12.50 38 S. & W. Perfected. 20.00
304 B, 324 B 18.00 1908 Military 24.50
343, 353 18.00 1911 Target 22.50
343 B, 353 B 18.50 New Departure 32 18.50
344, 354 18.50 New Departure 38 20.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.
Tinnern', in Papers—Black: Plus 10%; tinned, plus 10%.
Tinnern', in Kegs—Black, all sizes, 80c lb.; tinned, 3, 35c; 3½, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

RIFLES—No. and Model— 16 A TD—Standard .. 32.75
Daisy Air Each Stevens
25 \$ 4.25 Little Scout 4.00
40 4.25 Crack Shot 4.85
8 2.65 Marksman 6.50
30 \$ 2.25 Favorite 7.85
11 1.50 70 TD—22 11.50
12 1.35 Winchester
King Air 1886 SF—Round Brl.. 36.00
4 2.25 TD—Round Brl.. 42.00
5 2.65 1890 TD—Oct'gn F'cy 43.50
21 1.35 TD—Oct'gn Plain 22.50
22 1.50 1892 SF—Round Brl. 25.50
Marlin SF—Octagon Brl. 27.00
20 TD—Octagon Brl. 17.50 SF—Carbine 24.00
27 TD—Round Brl.. 20.50 TD—Octagon Brl. 35.00
TD—Octagon Brl. 28.00 1894 SF—Round Brl. 27.50
29 TD—Round Brl.. 15.50 SF—Octagon Brl. 29.50
1897 TD—Round Brl.. 21.50 SF—Carbine 25.50
TD—Octagon Brl. 23.50 TD—Octagon Brl. 35.25
Remington 1895 SF 38.00
4 TD—Octagon Brl.. 11.00 1895—Gov't Model .. 41.00
6 TD—Round Barrel. 7.60 1895 TD 44.00
8 A TD—Round Brl.. 45.00 1902 TD—22 7.50
12 TD—Round Barrel. 18.20 1903 TD—Plain 82.00
TD—Octagon Brl.. 20.20 TD—Fancy 56.00
14 A TD—Standard .. 32.85 1906 TD 21.00
TD—Carbine 32.75 1907 TD 40.00

ROPE—Cotton Thread—Size 3-16, 75c lb.; ¼ to 5-16, 75c; ¾ to 1, 75c; 1 to 1, 80c.
Manila—Base, 45c lb. Sisal, Base, 35c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (36) 35c each;

RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each;
No. 372 (36½) 70c; 378 (3) \$1.15; 386 (32) 70c; 388 (32½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 30c; 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (53½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 8851 Y (66) 60c; 8861 (66½) 70c; 8881 (66½) \$1.40.

Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 80c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS, DISSTON—

28-in.
No. 18-in. 20-in. 22-in. 24-in. 26-in. Rip
7 \$1.90 \$2.00 \$2.15 \$2.25 \$2.35 \$2.50
D-8 & 1874 2.35 2.50 2.60 2.70 2.85 3.10
16 2.35 2.50 2.60 2.70 2.85 3.10
12 2.70 2.85 3.05 3.25 3.45 3.70
112 2.80 2.95 3.20 3.35 3.60 3.85
D-21 & 22 2.50 2.65 2.85 3.05 3.25 3.50
D-30 & 28 2.85 3.05 3.25 3.50 3.75 4.00
D-100 2.50 2.65 2.85 3.05 3.25 3.50
120 3.15 3.35 3.40 3.60 3.75 4.00
D-115 & 15 3.80 3.90 4.05 4.20 4.40 4.65

SAWS—One Man—

Simonds Disston Royal
8½ ft. 3.85 \$3.50 Chiswick C.O. Chiswick C.O.
4 ft. 3.85 4.00 6 ft. \$9.60 5½ \$5.75
4½ ft. 4.80 4.50 6½ 10.80 6 6.50
5 ft. 4.80 5.00 7 12.00 6½ 7.80
7½ 18.25 7 8.15
7 9.50

Simonds Felling same price as Royal Chiswick C. O.

Atkins No. 400 and 401—
28 in. \$6.85 22 in. 4.85
26 in. 5.50 20 in. 4.40
24 in. 5.20 18 in. 4.15
Atkins No. 68 and 69—
28 in. \$3.60 22 in. 3.70
26 in. 3.15 20 in. 3.30
24 in. 2.90 18 in. 3.20
Atkins No. 58, 51 and 65—
28 in. \$3.30 22 in. 2.80
26 in. 2.90 20 in. 2.40
24 in. 2.75 18 in. 2.10

RETAIL SELLING PRICES—Continued.

Atkins No. 64—		22 in. 3.00		688 1/2, \$1.60; 664, \$1.65; 768, \$1.05; 768 1/2, \$1.10; 764,	
SAWS—Continued. Hand—		30 in. 3.70		\$1.15; 764 1/2, \$1.20; 765, \$1.25; 765 1/2, \$1.30; 766, \$1.35;	
28 in. \$4.00		18 in. 2.40		778, \$1.10; 778 1/2, \$1.15; 774, \$1.30; 814, \$1.30; 814 1/2,	
26 in. 3.50		Atkins No. 66 and 67		\$1.25; 815, \$1.30; 815 1/2, \$1.35; 816, \$1.45.	
24 in. 3.30		22 in. 2.65		SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L, \$2.40;	
28 in. \$5.60		30 in. 2.50		744 L, \$2.50; 746 L, \$2.60.	
26 in. 3.15		18 in. 2.30		D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4,	
24 in. 2.90		Atkins No. 70—		\$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10,	
28 in. \$2.85		22 in. 2.10		\$2.90; 742, \$2.35; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746,	
26 in. 2.40		30 in. 1.95		\$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.	
24 in. 2.30		18 in. 1.75		The last figure in the number of a scoop shows its size.	
No. 5 Simonds, No. 12 Dis-		24-inch 3.50		SCREWS—Iron Bench—	
ton or No. 69 Atkins.		26-inch 3.85		1/4" \$1.00	
20-inch \$2.65		28-inch 4.25		3/4" 1.10	
22-inch 3.00		30-inch 4.75		1" 1.20	
No. 8 Simonds, No. D8		20-inch 2.25		Wood Hand—	
Disston or No. 51		22-inch 2.60		6 inch. \$.45	
Atkins.		24-inch 2.65		8 inch. .... .55	
20-inch \$2.50		26-inch 2.75		10 inch. .... .85	
22-inch 2.75		28-inch 3.25		12 inch. .... .95	
24-inch 2.85		No. 4 Simonds or No. 120		Jorgensen—	
26-inch 3.00		Disston.		No. 0 \$1.15	
28-inch 3.50		26-inch \$4.00		No. 1 1.25	
30-inch 3.75		28-inch 4.25		No. 2 1.50	
No. D100 or No. D20		No. 112 Disston.		SCREWS—Wood—	
Disston.		26-inch \$3.25		Contr. Broken	
26-inch \$3.25		28-inch 3.50		Full Pkg.	
28-inch 3.50		Butcher No. 10, 16 in.		FH Brt 50%	
Back 12 in. 2.25		18 in. 1.25		FH Bl. 50%	
Back 14 in. 2.50		20 in. 1.50		RH Bl. 50%	
Back 16 in. 2.75		22 in. 1.65		RH Nle. 50%	
Back 20 in. 3.00		Kitchen No. 2, 12 in.		FH Gal. 40%	
Back 22 in. 3.25		14 in. .... .55		FH Brs. 30%	
Compass No. 2, 10 in.		16 in. .... .55		RH Brs. 30%	
12 in. .... .65		Mitre 24 in. 3.50		Lag	
14 in. .... .70		26 in. 3.75		Cap V. thread	
16 in. .... .75		28 in. 4.25		Cap SAE	
No. 10 Simonds or No. 7		30 in. 5.00		Set	
Disston.		Nest Complete No. 2, 1.50		Machine Iron 80% off list.	
16-inch \$1.80		No. 112 Disston.		Machine Brass	
18-inch 1.90		26-inch \$3.25		Nuts for Machine Screws—Iron, add 20% to List Price;	
Buck—		28-inch 3.50		Brass, 40% to List Price.	
Com Sgl Brace V tooth		Butcher No. 10, 16 in.		Bench—Iron—1-inch, \$1.00; 1 1/2-inch, \$1.25; 1 3/4-inch,	
Com Dbl Brace Tuttle tooth		18 in. 1.25		\$1.50; 1 1/2-inch, \$2.25. Wood—2-inch, \$1.25.	
Com Dbl Brace V tooth		20 in. 1.50		SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35,	
SAW CLAMPS—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50;		22 in. 1.65		\$1.50; 120, \$2.25; 121, \$2.90	
200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10,		Kitchen No. 2, 12 in.		SCREW DRIVERS—G. & P.—367—1 1/2, 35c; 3, 40c; 4, 45c.	
\$1.50; N88, \$2.00; No. 11 with guide, \$3.25.		14 in. .... .55		SCYTHES—Bush—	
SAW SETS—		16 in. .... .55		No.	
301 G. & P. \$1.00		Mitre 24 in. 3.50		400 \$2.40	
Spec. Morrill. 1.10		26 in. 3.75		450 2.25	
105 Morrill. .... .60		28 in. 4.25		Weed	
1 Morrill. 1.00		30 in. 5.00		300 2.40	
10 1.00		Nest Complete No. 2, 1.50		350 2.25	
77 ..... .60		Colonial		STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.	
X Out—		27 Taintor		STEEL GOODS—Forks, Alfaifa—Aol34 1/2, \$2.00 each; Aol35,	
Morrill No. 3 \$1.25		28 Triumph		\$2.00 each.	
Baker No. 3 3.25		Hammer		Forks, Barley—Bo185, \$2.00 each; Bo505, \$2.75; Bo16D,	
SAW TOOLS—		Lever		\$2.00; Bo50D, \$2.75.	
Clipper Outfit. \$.75		Morin No. 2 2.25		Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.	
Morin Raker Gauge—		Morin No. 3 1/2 2.75		Forks, Hay—No. o 3154 1/2 B, \$1.60 each; o 3155 B, \$1.65	
No. 1 1.00		Morin No. 3 1.00		each; o 3155 1/2 B, \$1.75; o 3164 1/2, \$1.80; o 3165, \$1.85;	
No. 6 1.25		Setting Tool Disston—		o 3165 1/2, \$2.00.	
No. 9 1.50		No. 100 ..... .65		Forks, Header—Ro154 1/2, \$2.25 each; Ro155, \$2.25;	
Atkins Raker Swage. .... .40		No. 4 Setting Blocks—		Ro155 1/2, \$2.25; Ro156, \$2.35; Ro164 1/2, \$2.40; Ro165,	
5-M Tooth Gauge. .... .15		No. 4 Blocks, Morin. 1.00		\$2.50; Ro165 1/2, \$2.50; Ro166, \$2.60; Ro155, \$2.25;	
Joiners Pikes Perf. .... .60		Swages, Whittings. 1.00		Ro155 1/2, \$2.25.	
Joiners No. 7 Sterns. .... .65		Atkins Rex 1.00		Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D,	
SCALES—Family, No. 11021, \$2.85 each; 1103, \$2.50 each;		Atkins Excelsior. .... .75		\$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25;	
Peddlers, No. 101, \$4.00 each; 108, \$4.00 each; 115, \$4.00		Colonial		44 1/2 X, \$1.25; 54 1/2 X, \$1.50; 64 1/2 X, \$1.75; o44 1/2 XZ, \$1.25;	
each; 485E, \$4.00 each.		27 Taintor		o44 X, \$1.40; o44 1/2 X, \$1.50; o44 1/2, \$1.50; o54 1/2 X, \$1.75;	
Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 303,		28 Triumph		o54 1/2, \$2.15; o64 1/2 X, \$2.15; o64 1/2, \$2.25.	
\$5.50 each.		Hammer		Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; oLDX,	
SCISSORS—Cast, No. 10, 40c each; 44, 7 1/2 inch 40c; 8 1/2		Lever		\$1.50; L4X, \$1.35; oL4X, \$1.50; o5H4, \$2.50; Jo4, \$2.00;	
inch 45c; 240, 4 inch 25c; 4 1/2 inch 30c; 225, 4 inch 30c;		Morin No. 2 2.25		JoW, \$2.50.	
4 1/2 inch 30c; 5 inch 35c; 5 1/2 inch 40c; 6 inch 45c; 320,		Morin No. 3 1/2 2.75		Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60	
70c; 850, 65c.		Morin No. 3 1.00		3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c;	
Wiss, No. 4 B H, \$1.25 each; 5 B H, \$1.30; 4 R, \$1.35;		Setting Tool Disston—		BB6, 90c; W7, \$1.10; W7 1/2, \$1.10; 34W, 75c.	
54 1/2, 95c; 55, \$1.00; 55 1/2, \$1.05; 56, \$1.10; 56 1/2, \$1.15;		No. 100 ..... .65		Hooks, Potato—No. 4BHD, \$1.25 each; 4BHPM, \$1.25;	
57, \$1.20; 154 1/2, \$1.10; 155, \$1.15; 155 1/2, \$1.20; 156,		No. 4 Setting Blocks—		5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.35;	
\$1.25; 156 1/2, \$1.35; 157, \$1.45; 364, \$1.20; 364 1/2, \$1.25;		No. 4 Blocks, Morin. 1.00		6GNR, \$1.50.	
365, \$1.80; 866, \$1.45; 463, \$1.10; 463 1/2, \$1.15; 464,		Swages, Whittings. 1.00		(Continued on page 167)	
\$1.20; 578, \$1.45; 578 1/2, \$1.60; 574 1/2, \$1.65; 663, \$1.45;		Atkins Rex 1.00			

STEEL GOODS—

Potato Forks.	Fish Forks.	RA Riveted.	Snathes.	Mortar.	Floral Seta.
P064 1.70	IF \$.75	50 1.25	9 \$1.15	1 ..... .50	
P06D 1.85	Stone.	100 1.50	810 1.25	2 ..... .55	
Sluice Forks.	HH4 1.65	G078 ..... .95	M810 1.25	3PF 1.85	
208 \$2.25	99R 2.25	G078X ..... .90	M89 1.25	4PSF 2.50	
210 2.50	Warren.	BB6 ..... .90	Nursery.	Invincible.	Floral Shovels.
212 2.75	Hoe.	BB6 1/2 ..... .95	No. 7 1.00	1905 \$1.10	FSD ..... .90
Coke Forks.	W7 1.10	A 1.15	Gorman.	Asphalt.	Floral Hoes.
710 \$3.00	W7 1/2 1.15	A 1.15	GE3-0 ..... .30	914 2.50	TY4 ..... .65
712 3.25	W8 1.30	Mattook.	Planter's Eye.	Edger	Floral Rakes.
714 3.75	Ladies'.	DE3 ..... .75	AE3 ..... .65	Dandelion.	GR6 ..... .45
Shavings Forks.	LY5 ..... .65	DE3 ..... .75	AE5 ..... .75	Spuds ..... .30	Ciam Rakes.
806L 2.15				Dock Cutter \$1.25	1120 2.25

RETAIL SELLING PRICES—Continued.

(Continued from page 166)

Hooks, Manure—No. M40, \$1.35 each.
 Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.
 Rakes, Hay, Wood—No. 01, 50c each.
 Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15.
 Rakes, Maltese—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.
 Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

SHEARS—Grass

	Each		Each
1	.45	0267	.85
26	.50	460	.60
6 1/2	.70	07 1/2	.90
097	1.30	11 G	1.50

SHEARS—Dressmakers', Etc., Wiss—

No.	Each	No.	Each
120	\$2.60	189	2.00
126	1.85	190 L	2.45
126 1/2	1.85	198	1.60
127	1.45	199	2.00
127 1/2	1.50	247	1.65
127 1/2 L H	1.90	247 1/2	1.75
128	1.60	248	1.80
128 L H	2.00	447	1.80
128 1/2	1.65	447 1/2	1.90
129	2.00	448	2.05
147	1.45	1080	2.45
147 1/2	1.55	1086	1.25
148	1.60	1086 1/2	1.85
148 1/2	1.65	1087	1.45
180	2.45	1037 1/2	1.55
182	8.00	1088	1.60
184	8.80	1088 1/2	1.65
186	4.90	1089	2.00

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 lb.; 18 to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Flat, 28 Ga., \$6.75; Galv., 28 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.
 Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut, 14c full sheet.
 Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.
 Painted, Corrugated, 26-gauge, 6 to 10 feet, open.

SHIELDS—

		% each		% each
Diamond—Expansion			Diamond—Lead	
2-16, each	.05		1/4 x 1/4, each	.04
1/4, each	.06		3-16 x 1/4, each	.04
5-16, each	.07		1/4 x 1/4, each	.06
1/4, each	.08		1/4 x 1/4, each	.06
1/4, each	.12		5-16 x 1/4, each	.07
1/4, each	.15			

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb.
 Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 & larger, 11c.
 Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balla, Nos. 0, 00, 000 30c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201, \$2.25; 401, \$1.90; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50.
 D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.35.
 Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.
 Long Handle, Square Point, No. 108, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDS—Hand and Coaster.

	Jr. Racer		Tur. Racer
Flexible Flyer—		Fire Fly—	
No. 1	\$3.00	No. 9	\$1.75
No. 2	2.50	No. 10	2.25
No. 3	4.50	No. 11	2.75
No. 4	5.50	No. 12	3.25
No. 5	7.50		
No. 6	15.00		

SMOOTH-ON—75c lb.

SOLDER—1/2 and 3/4, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair; W 7, \$3.75; W 8, \$3.00; W 9, \$2.65; W 10, \$2.35; W 11, \$1.85; W 12, \$1.60.
 Wiss, Curved Blade—No. W 6 1/2 CB, \$6.25 pair; W 7 CB, \$5.25; W 8 CB, \$4.50; W 9 CB, \$4.00; W 10 CB, \$3.65; W 11 CB, \$3.00; W 12 CB, \$2.65.

SQUARES, STEEL—

No.	Each	No.	Each
8	2.25	24	1.40
8 B, 8 G	8.00	27	1.75
10	1.50	100	2.65
14	2.10	100 A	4.00
14 B, 14 G	2.75	100 B, 100 G	3.25
22	1.25	100 C R	4.00
100 G V R	8.75	100 R G T D	4.00
100 R	8.75	101	2.50
100 R B T D	4.00	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.50
2 9	1.10	20 6	.65
12 4	.55	20 7 1/2	.75
12 6	.55	20 9	.90
12 8	.80	20 10	1.00
12 10	1.00	20 12	1.25

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 122, \$1.00; 124 to 126, 80c; 128 to 135, \$1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 85c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.50; 42, 20c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 264, \$4.50; Barnes No. 276, \$7.00.

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7 1/2c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
 Calliper Rules, 40% above list.
 Thickness Gauges, 40% above list.
 Steel Tables, 40% above list.
 All other items, 25% above list.

G. & P. GOODE—Hack Saw Frames—

69..\$1.75 69B..\$1.50 247..\$2.00 5..\$.50 14..\$2.00

STOCKS & DIES—

Green River List plus 25%	Common No. 1 pipe..\$7.75
Little Giant, List plus 25%	No. 2.....9.90
Armstrong No. 1 pipe \$5.65	Stocks Only—
No. 2.....7.80	Common No. 1 Pipe \$2.75
No. 3.....8.50	Common No. 2 Pipe 4.75
No. 3, 1 1/4 to 2.....12.00	Armstrong No. 2.....3.50
No. 3, 1 to 2.....15.60	No. 3.....5.25

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—			
1/2 inch.....\$1.25	1/2 inch.....	2.00	
1 inch.....1.75	1 inch.....	3.00	
No. 30 High Grade "Cap" Pattern T or Lever Handle—			
Rough Brass, Iron Pipe Threads			
1/2 inch.....\$1.50	1/2 inch.....	2.50	
1 inch.....2.10	1 inch.....	2.75	

STOVES—Common Air-Tights—

No. 16 Unlined.....\$2.25	No. 22 Lined.....\$4.50
No. 18 Unlined.....3.00	No. 24 Lined.....5.00
No. 20 Lined.....4.00	No. 26 Lined.....6.00

STRIP—Weather—Rubber, 1/2-in. 3c per ft; 3/4-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in.	Price	No. in.	Price	No. in.	Price
1	1/4 \$1.50	2	3/4 \$2.00	3	1 1/4 \$2.75

SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.25 each; Club (N), \$10.50 each; Grand Rapids (N), \$5.75 each; Grand Rapids (J), \$5.00 each; Parlor Queen (N), \$6.75 each; Princess (N), \$6.00 each; Superba (N), \$7.75 each; Universal (N) \$5.50 each; Universal (J), \$4.75 each.

TACKS—Bill Posters, No. 545 Wire, or 555 Out—3, 25c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 434 Cut, or 484 Wire 1/4 lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Out, or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6, 7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—No. 224, 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers—No. 204 Out, 1/4 lb. papers—1 1/2 15c box; 2, 15c; 3 1/2, 15c; 4, 15c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. No. 205 Cut, or 255 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued, 1/4 lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

RETAIL SELLING PRICES—Continued.

TAPS—Machine Hand—

1-16 to 15-64.....	30%
¼ to 1.....	30%
1-16 to 2.....	30%
Left Hnd Dbl list plus 30%	
Machine Screw—	
¼ to 12.....	35%
14 to 24.....	35%
Machine Nut—	
3-16 to 1.....	30%

TAPES—

Starrett	Lufkin	No. 505, 50-ft.	243	4.00
No. 510, 35-ft.	260	\$3.35		
No. 510, 50-ft.	263	4.85		
No. 510, 75-ft.	265	6.15		
No. 510, 100-ft.	266	7.75		
No. 505, 25-ft.	240	3.25		
	555	4.75		
	556	6.00		
	100	4.00		
	103	5.00		

THRES—Stove Pipe—Cylinder—

Asbestos 6 inch—	
6x4, each.....	\$.90
6x5, each.....	1.25
6x8, each.....	1.65
8x6, each.....	1.75

TENTS—

Size	8-oz.	10-oz.	Poles & Stakes Per Set
7x7	\$10.40	\$12.15	\$2.35
7x9	12.35	14.35	2.35
9x9	14.35	16.65	2.35
9½x12	16.75	19.55	3.25
12x14	22.50	26.25	3.90
12x18	27.75	32.45	5.30
14x16	29.50	34.65	5.30
14x20	36.65	42.55	6.20
16x18	40.25	47.85	6.20
16x20	44.35	51.75	6.50
16x24	50.50	58.75	7.80
16x30	61.10	71.25	8.45
A or Wedge—			
5x7	6.50	7.55	1.95
7x7	8.20	9.55	2.25
7x9	9.80	11.50	2.60

Flye—½ price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x8, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6 in., 10c; 7 in., 10c.

THICKNESS GUAGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

No.	Boilers, Coffee	Each	30	.90
	Boilers, Coffee	Each	40	1.05
017	Boilers, Coffee	\$1.65	600	1.85
018	Boilers, Coffee	1.85	650	2.10
019	Boilers, Coffee	2.00	674	2.00
027	Boilers, Coffee	1.90	675	2.20
028	Boilers, Coffee	2.10		
029	Boilers, Coffee	2.40		
351½	Boilers, Coffee	1.10		
852	Boilers, Coffee	1.25		
853	Boilers, Coffee	1.50		
354	Boilers, Coffee	1.80		
356	Boilers, Coffee	2.25		
	Boilers, Wash			
8	Boilers, Wash	8.25		
9	Boilers, Wash	9.00		
025 A	Boilers, Wash	3.75		
25 A	Boilers, Wash	4.00		
29 A	Boilers, Wash	4.25		
0138 B	Boilers, Wash	4.00		
128 B	Boilers, Wash	4.35		
129 B	Boilers, Wash	4.50		
0238 B	Boilers, Wash	4.40		
229 B	Boilers, Wash	4.60		
	Bowls, Wash			
06½	Bowls, Wash	.25		
07	Bowls, Wash	.30		
08	Bowls, Wash	.35		
6½	Bowls, Wash	.40		
7	Bowls, Wash	.45		
8	Bowls, Wash	.50		
	Buckets, Covered			
11	Buckets, Covered	.25		
11½	Buckets, Covered	.30		
12	Buckets, Covered	.35		
13	Buckets, Covered	.40		
14	Buckets, Covered	.45		
	Buckets, Dinner			
1	Buckets, Dinner	.90		
2	Buckets, Dinner	1.05		
3	Buckets, Dinner	1.40		
04	Buckets, Dinner	1.50		

1-16 to 2.....	30%
Stove Bolt—	
3-16.....	30%
¼ to ¾.....	25%
Pipe—	
¾ to 2.....	40%
2½ to 3.....	30%
3½ to 4.....	30%

No. 505, 50-ft.	243	4.00
No. 505, 75-ft.	245	5.35
No. 505, 100-ft.	246	6.75
Starrett	Lufkin	
	550	3.00
	553	3.75
	105	6.35
	1260	3.60
	1263	4.50
	1265	5.75

Adjustable 6 inch—	
4 to 8.....	.65
6 to 12.....	.75
Adjustable 7 inch—	
6 to 12.....	.85

No. 505, 50-ft.	243	4.00
No. 505, 75-ft.	245	5.35
No. 505, 100-ft.	246	6.75
Starrett	Lufkin	
	550	3.00
	553	3.75
	105	6.35
	1260	3.60
	1263	4.50
	1265	5.75

Ladles

010	.25
012	.30
11	.30
29	.25

Makers, Universal Bread and Cake

1	3.75
4	3.75
8	4.50
44	3.25

Measures

1	.30
2	.30
30	.15
32	.30
34	.40
35	.50
36	.70
122	.15
123	.30
124	.30
125	.40
126	.50

Moulds, All Kinds

1	1.35
2	1.50
2	1.40
02	1.05
3	1.65
3	1.60
03	1.15
4	1.90
08	.15
10	.30
15	.40
25	.45
61	.45
61½	.50
61½	.50
62	.55
062	.50
63	.65
068	.60
80	.25

Pails, Dairy

10	.75
12	.85
14	.95
40	.85
50	.85
60	.40
80	.45
100	.50
104	1.25
105	1.40
120	.55
124	1.35
125	1.50
140	.65
144	1.60
145	1.75
200	.45
220	1.10
240	1.25
410	1.35
412	1.50
414	1.65
512	2.15
514	2.25

Pans, Dish

8—IX Tin	.90
10	1.00
14	1.10

Pans, Milk

1	.40
2	.50
3	.65
4	.80
61	.40
02	.50
03	.65
04	.80
12	2.75
14	3.25
500	4.00
502	4.50
503	5.00
505	5.50
510	7.50

Kettles, Tea

01½	.40
02	.45
027	.60
028	.75
029	.90
047	2.00
048	2.50
049	2.75
067	2.00
068	2.60
069	3.25

Kettles, Lipped Preserving

160	.35
180	.40
200	.50
220	.60
240	.70
260	.85
280	.95
300	1.00
320	1.25

Pans, Dish

8—IX Tin	.90
10	1.00
14	1.10

TONGS—Vulcan Chain—

31, \$3.50; 32, \$5.00; 33, \$7.00; 34, \$9.00; 35, \$11.00.

TORCHES—Alcohol, No. 28, \$3.50 each.

Gasoline, No. 14, \$5.00 each; 37, \$8.50; 38, \$9.00; 31, \$10; 32, \$10.50; 48, \$12.00; 61, \$ 9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.

Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 35c; Edgewood

(1), \$2.00; Edgewood (2), \$3.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 25c; Macabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Raddick, \$1.10 each; Out-O-Sight, \$1.25.

Mouse—Sure Catch, 5 each; Security, 10c; Checker-Wood, 15c; Checker-Tim, 15c; Delusion, 25c; Holden, 50c; Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holden, small, 75c; Holden, large, \$1.00.

RETAIL SELLING PRICES—Continued.

TROUGH—

Bayes—	5 inch, per des.....	.35
4 in.....	6 inch, per des.....	.40
5 in.....	End Caps—	
6 in.....	4 in.....	.15
Mitres—	5 in.....	.30
4 in.....	6 in.....	.35
5 inch.....	End Pa. Comp.—	
6 in.....	4 in.....	.35
Hangers—Wire—	5 in.....	.30
4 inch, per des.....	6 in.....	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.
Diaton, No. 10, 10½, \$1.75 each; 11, \$1.90 each; 11½, \$2.00 each; 12, \$2.25 each; 13, \$2.35 each; 14, \$2.65 each.
Marshalltown, No. 19 W, 10½, \$1.60 each; 11, \$1.80 each; 11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNS—Cupboard—Brass Plated—Small, 20c; Large, 25c.

TWINE—Sacking—¼-lb. hank, 20c.

TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.; Flax—No. 18 B B, 50c lb.; 24 B B, 55c; 18 B C, 65c; 24 B C, 65c; 36 B C, 65c; 30 Sacking, 55c; 40 Sacking, 55c; 38 Sacking, 75c; 44 Sacking, 75c.
Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c; 1018Bc, 60c; 1024 Bc, 60c; 1036 Bc, 60c.

UNIVERSAL PLATES—Mild Steel Bars.

¼-inch and thicker and wider than 6-inch... 9.25 cwt.

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—
1½".....	¾".....
2".....	1".....
2½".....	1½".....
3".....	2".....
3½".....	2½".....
4".....	3".....
4½".....	3½".....
5".....	4".....
5½".....	4½".....
6".....	5".....
6½".....	5½".....
7".....	6".....
7½".....	6½".....
8".....	7".....
8½".....	7½".....
9".....	8".....
9½".....	8½".....
10".....	9".....
10½".....	9½".....
11".....	10".....
11½".....	10½".....
12".....	11".....
12½".....	11½".....
13".....	12".....
13½".....	12½".....
14".....	13".....
14½".....	13½".....
15".....	14".....
15½".....	14½".....
16".....	15".....
16½".....	15½".....
17".....	16".....
17½".....	16½".....
18".....	17".....
18½".....	17½".....
19".....	18".....
19½".....	18½".....
20".....	19".....
20½".....	19½".....
21".....	20".....
21½".....	20½".....
22".....	21".....
22½".....	21½".....
23".....	22".....
23½".....	22½".....
24".....	23".....
24½".....	23½".....
25".....	24".....
25½".....	24½".....
26".....	25".....
26½".....	25½".....
27".....	26".....
27½".....	26½".....
28".....	27".....
28½".....	27½".....
29".....	28".....
29½".....	28½".....
30".....	29".....
30½".....	29½".....
31".....	30".....
31½".....	30½".....
32".....	31".....
32½".....	31½".....
33".....	32".....
33½".....	32½".....
34".....	33".....
34½".....	33½".....
35".....	34".....
35½".....	34½".....
36".....	35".....
36½".....	35½".....
37".....	36".....
37½".....	36½".....
38".....	37".....
38½".....	37½".....
39".....	38".....
39½".....	38½".....
40".....	39".....
40½".....	39½".....
41".....	40".....
41½".....	40½".....
42".....	41".....
42½".....	41½".....
43".....	42".....
43½".....	42½".....
44".....	43".....
44½".....	43½".....
45".....	44".....
45½".....	44½".....
46".....	45".....
46½".....	45½".....
47".....	46".....
47½".....	46½".....
48".....	47".....
48½".....	47½".....
49".....	48".....
49½".....	48½".....
50".....	49".....
50½".....	49½".....
51".....	50".....
51½".....	50½".....
52".....	51".....
52½".....	51½".....
53".....	52".....
53½".....	52½".....
54".....	53".....
54½".....	53½".....
55".....	54".....
55½".....	54½".....
56".....	55".....
56½".....	55½".....
57".....	56".....
57½".....	56½".....
58".....	57".....
58½".....	57½".....
59".....	58".....
59½".....	58½".....
60".....	59".....
60½".....	59½".....
61".....	60".....
61½".....	60½".....
62".....	61".....
62½".....	61½".....
63".....	62".....
63½".....	62½".....
64".....	63".....
64½".....	63½".....
65".....	64".....
65½".....	64½".....
66".....	65".....
66½".....	65½".....
67".....	66".....
67½".....	66½".....
68".....	67".....
68½".....	67½".....
69".....	68".....
69½".....	68½".....
70".....	69".....
70½".....	69½".....
71".....	70".....
71½".....	70½".....
72".....	71".....
72½".....	71½".....
73".....	72".....
73½".....	72½".....
74".....	73".....
74½".....	73½".....
75".....	74".....
75½".....	74½".....
76".....	75".....
76½".....	75½".....
77".....	76".....
77½".....	76½".....
78".....	77".....
78½".....	77½".....
79".....	78".....
79½".....	78½".....
80".....	79".....
80½".....	79½".....
81".....	80".....
81½".....	80½".....
82".....	81".....
82½".....	81½".....
83".....	82".....
83½".....	82½".....
84".....	83".....
84½".....	83½".....
85".....	84".....
85½".....	84½".....
86".....	85".....
86½".....	85½".....
87".....	86".....
87½".....	86½".....
88".....	87".....
88½".....	87½".....
89".....	88".....
89½".....	88½".....
90".....	89".....
90½".....	89½".....
91".....	90".....
91½".....	90½".....
92".....	91".....
92½".....	91½".....
93".....	92".....
93½".....	92½".....
94".....	93".....
94½".....	93½".....
95".....	94".....
95½".....	94½".....
96".....	95".....
96½".....	95½".....
97".....	96".....
97½".....	96½".....
98".....	97".....
98½".....	97½".....
99".....	98".....
99½".....	98½".....
100".....	99".....
100½".....	99½".....
101".....	100".....
101½".....	100½".....
102".....	101".....
102½".....	101½".....
103".....	102".....
103½".....	102½".....
104".....	103".....
104½".....	103½".....
105".....	104".....
105½".....	104½".....
106".....	105".....
106½".....	105½".....
107".....	106".....
107½".....	106½".....
108".....	107".....
108½".....	107½".....
109".....	108".....
109½".....	108½".....
110".....	109".....
110½".....	109½".....
111".....	110".....
111½".....	110½".....
112".....	111".....
112½".....	111½".....
113".....	112".....
113½".....	112½".....
114".....	113".....
114½".....	113½".....
115".....	114".....
115½".....	114½".....
116".....	115".....
116½".....	115½".....
117".....	116".....
117½".....	116½".....
118".....	117".....
118½".....	117½".....
119".....	118".....
119½".....	118½".....
120".....	119".....
120½".....	119½".....
121".....	120".....
121½".....	120½".....
122".....	121".....
122½".....	121½".....
123".....	122".....
123½".....	122½".....
124".....	123".....
124½".....	123½".....
125".....	124".....
125½".....	124½".....
126".....	125".....
126½".....	125½".....
127".....	126".....
127½".....	126½".....
128".....	127".....
128½".....	127½".....
129".....	128".....
129½".....	128½".....
130".....	129".....
130½".....	129½".....
131".....	130".....
131½".....	130½".....
132".....	131".....
132½".....	131½".....
133".....	132".....
133½".....	132½".....
134".....	133".....
134½".....	133½".....
135".....	134".....
135½".....	134½".....
136".....	135".....
136½".....	135½".....
137".....	136".....
137½".....	136½".....
138".....	137".....
138½".....	137½".....
139".....	138".....
139½".....	138½".....
140".....	139".....
140½".....	139½".....
141".....	140".....
141½".....	140½".....
142".....	141".....
142½".....	141½".....
143".....	142".....
143½".....	142½".....
144".....	143".....
144½".....	143½".....
145".....	144".....
145½".....	144½".....
146".....	145".....
146½".....	145½".....
147".....	146".....
147½".....	146½".....
148".....	147".....
148½".....	147½".....
149".....	148".....
149½".....	148½".....
150".....	149".....
150½".....	149½".....
151".....	150".....
151½".....	150½".....
152".....	151".....
152½".....	151½".....
153".....	152".....
153½".....	152½".....
154".....	153".....
154½".....	153½".....
155".....	154".....
155½".....	154½".....
156".....	155".....
156½".....	155½".....
157".....	156".....
157½".....	156½".....
158".....	157".....
158½".....	157½".....
159".....	158".....
159½".....	158½".....
160".....	159".....
160½".....	159½".....
161".....	160".....
161½".....	160½".....
162".....	161".....
162½".....	161½".....
163".....	162".....
163½".....	162½".....
164".....	163".....
164½".....	163½".....
165".....	164".....
165½".....	164½".....
166".....	165".....
166½".....	165½".....
167".....	166".....
167½".....	166½".....
168".....	167".....
168½".....	167½".....
169".....	168".....
169½".....	168½".....
170".....	169".....
170½".....	169½".....
171".....	170".....
171½".....	170½".....
172".....	171".....
172½".....	171½".....
173".....	172".....
173½".....	172½".....
174".....	173".....
174½".....	173½".....
175".....	174".....
175½".....	174½".....
176".....	175".....
176½".....	175½".....
177".....	176".....
177½".....	176½".....
178".....	177".....
178½".....	177½".....
179".....	178".....
179½".....	178½".....
180".....	179".....
180½".....	179½".....
181".....	180".....
181½".....	180½".....
182".....	181".....
182½".....	181½".....
183".....	182".....
183½".....	182½".....
184".....	183".....
184½".....	183½".....
185".....	184".....
185½".....	184½".....
186".....	185".....
186½".....	185½".....
187".....	186".....
187½".....	186½".....
188".....	187".....
188½".....	187½".....
189".....	188".....
189½".....	188½".....
190".....	189".....
190½".....	189½".....
191".....	190".....
191½".....	190½".....
192".....	191".....
192½".....	191½".....
193".....	192".....
193½".....	192½".....
194".....	193".....
194½".....	193½".....
195".....	194".....
195½".....	194½".....
196".....	195".....
196½".....	195½".....
197".....	196".....
197½".....	196½".....
198".....	197".....
198½".....	197½".....
199".....	198".....
199½".....	198½".....
200".....	199".....
200½".....	199½".....
201".....	200".....
201½".....	200½".....
202".....	201".....
202½".....	201½".....
203".....	202".....
203½".....	202½".....
204".....	203".....
204½".....	203½".....
205".....	204".....
205½".....	204½".....
206".....	205".....
206½".....	205½".....
207".....	206".....
207½".....	206½".....
208".....	207".....
208½".....	207½".....
209".....	208".....
209½".....	208½".....
210".....	209".....
210½".....	209½".....
211".....	210".....
211½".....	210½".....
212".....	211".....
212½".....	211½".....

THE BUFFUM TOOL CO.

High Grade Tools



for High Grade Workmen

To Mr. Buyer:

Louisiana, Mo., Jan. 1, 1919.

Please accept our New Year greetings for your continued happiness and good luck; also our sincerest thanks for your indulgence the result of war conditions the past two years.

The High Quality of our Tools, also good service rendered the Government and the trade, helped Uncle Sam win the war.

With our increased facilities we expect to meet all demands and will appreciate your continued orders. Yours sincerely,

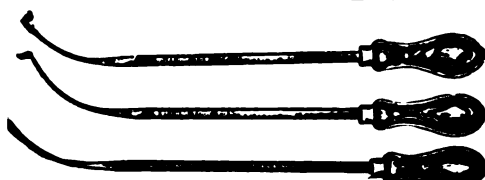
FRANK W. BUFFUM, Pres.



"Reliable" Sickle Section Punch.
Standard Sizes



Machinist's Auto Punch
"Special" and "Reliable" Brands



No. 1771 Carbon Scraper Set List \$7.20 Doz.



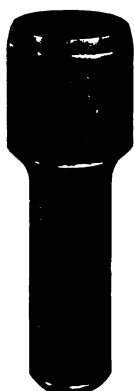
No. 1750 Straight List \$4.00 per Set
No. 1751 Hollow List \$6.00 per Set



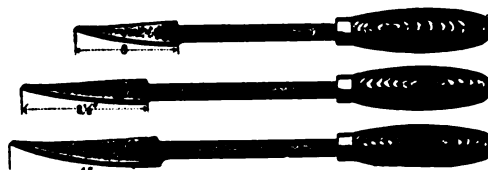
"Reliable" Octagon Hand Punch,
Cold Ends



"Special" Knurled Belt Punch, Blued



Hollow Punch



Curved Bearing Scraper Set
No. 1765 List \$1.50 per Set



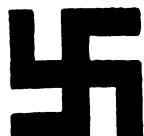
Three Cornered Bearing Scraper
No. 1754 3 1/2-in. List \$3.00 per Doz.
No. 1755 List \$4.20 per Doz.



Cold Chisel



Arch Punch



C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.

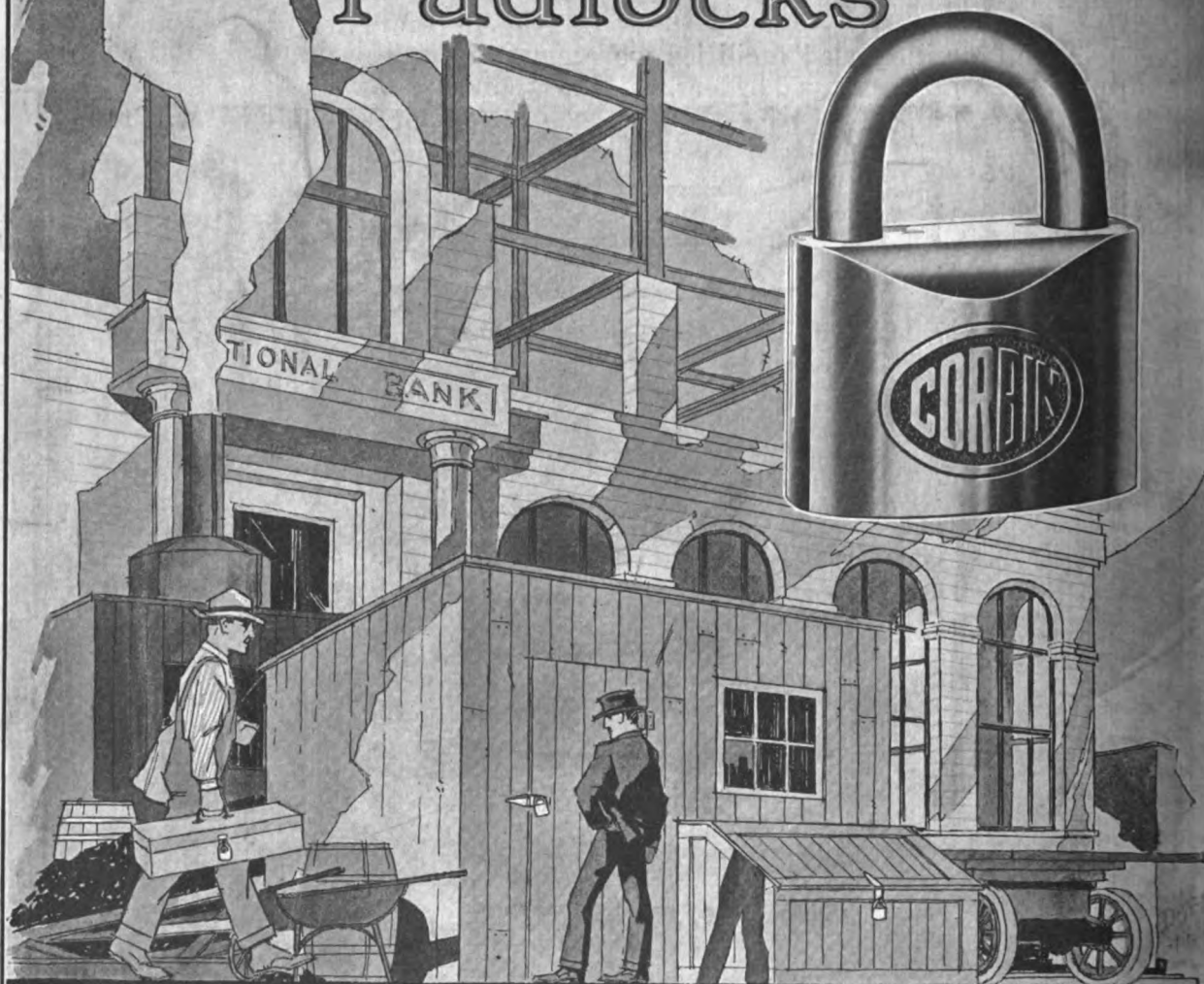


Built for



Protection

Extruded Metal Padlocks



CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

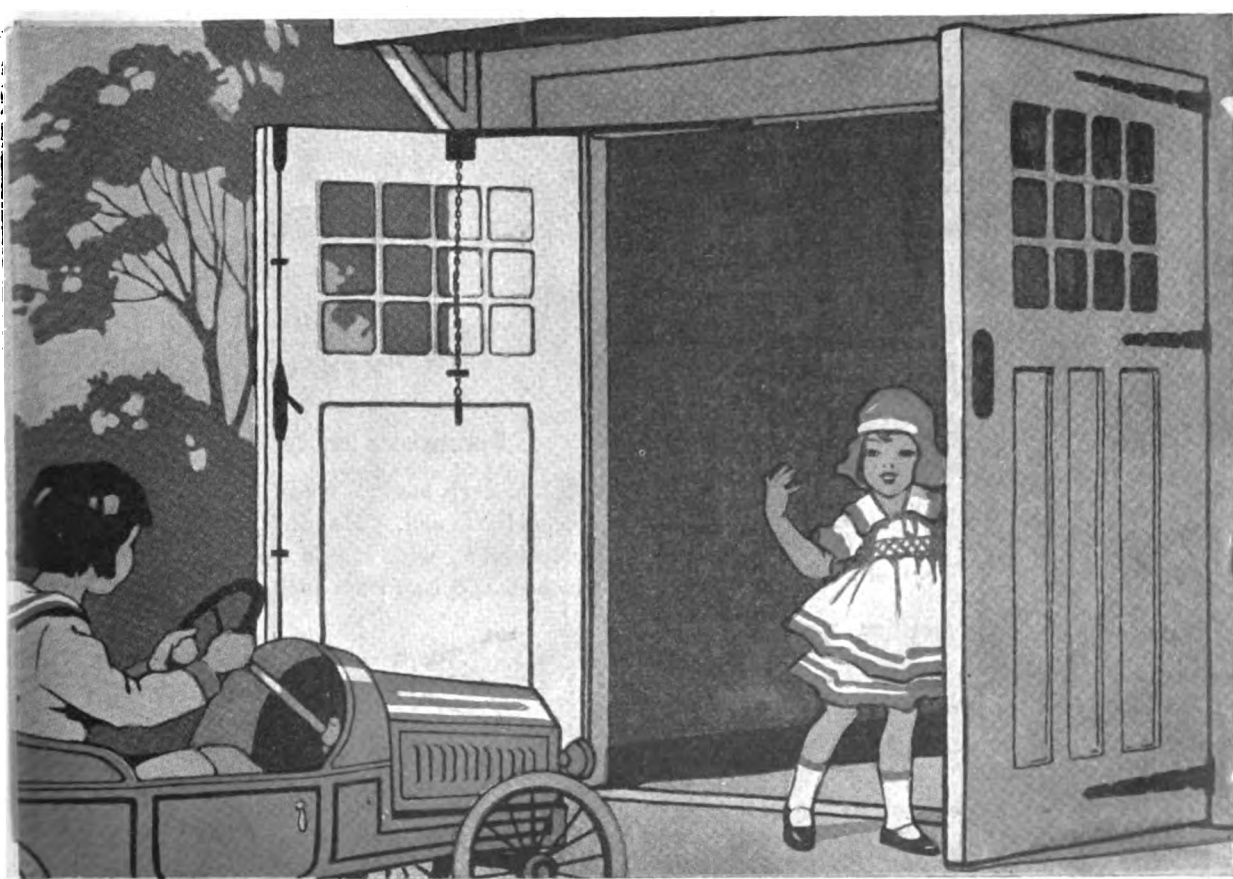
CHICAGO

PHILADELPHIA

Digitized by Google

Hardware - PLUMBING AND HEATING - World

FEBRUARY 1919



STANLEY GARAGE HARDWARE

PLEASE your customers who own or intend to own cars by offering them hardware built for their garages. Stanley Garage Hardware is designed and manufactured especially for garages. It comprises the most complete garage hardware line made, covering every article necessary for a garage of any size.

Write for a special catalog of Stanley Garage Hardware, which includes Butts, Hinges, Door Plates, Latches, the Stanley Garage Door Holder—every piece of hardware required for the equipment of a garage. The Demand for Stanley Equipment Makes It Profitable to Carry.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners, Screen Window and Blind Trimmings, Twinroll Box Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is adaptable for factory and mill use.

THE STANLEY WORKS, New Britain, Conn.
New York, 100 Lafayette Street
Chicago, 73 East Lake Street

Digitized by Google

SEDGLEY STILL SAYS

"Break any Sedgley Wrench and we repair it, No Charge"



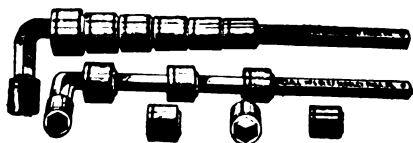
"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1

Contains 7 inch Steel Forged Ratchet Handle, 2 Screw Driver Bits, 7 inch Extension Bar, 8 Hexagon Sockets, 4 Square Sockets.

Packed in neat strong cloth case. Weight 35 ozs.



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Socket Wrench No. 5

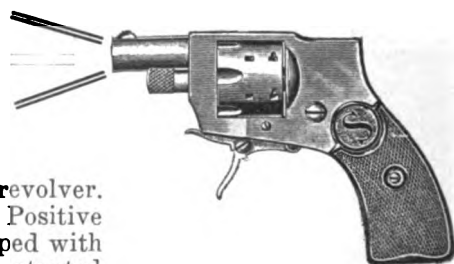
A splendid tool. 10½ inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ounces.

"BABY"

"Trade Mark Reg. U. S. Pat. Off."

Hammerless Revolvers

The vest-pocket edition of the best type of modern revolver. Shoots 22 calibre short, rim fire cartridges. Six shot. Positive fire. Four inches long. Weight six ounces. Equipped with folding trigger, interchangeable parts, and new patented one-piece main and trigger spring.



**Sedgley
Quality
Is Your
Guarantee
of
Durability**



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 2

Contains 7 inch Steel Forged Ratchet Handle, 2 Screw Driver Bits, 7 Hexagon Sockets, 7 in. Extension Bar. Packed in neat strong cloth case. Weight 27 ozs.



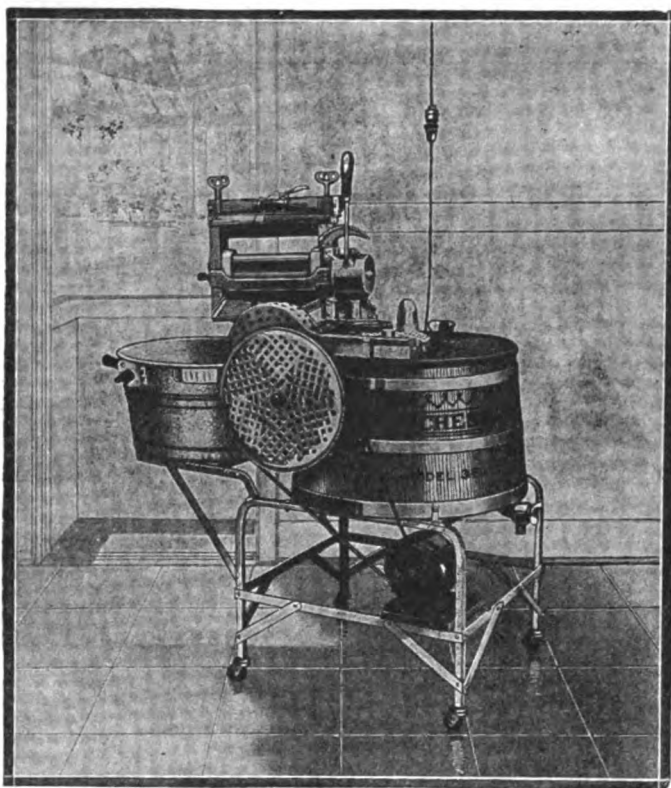
"Trade Mark Reg. U. S. Pat. Off."

Demountable Rim Socket Wrench

Extra deep socket made from bar steel, case hardened. Handle 7-16 inch cold rolled steel with maple wood grip. Made in 5-8, 11-16 and 3-4 inch sizes.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, California

R. F. SEDGLEY MANUFACTURER **PHILADELPHIA, PA.**
2311 N. 16th STREET



DEXTER "DUCHESS"

For Gasoline Engine or Electric Motor

This compact and efficient home laundry machine was designed to lift the heavy burden of wash day from the shoulders of the busy housewife—and it does it. Dexter "Duchess" makes soiled clothes spotlessly clean in short order without injury to the finest fabric—without muss or fuss about the house and without work on the part of the operator.

The Dexter "Duchess" has a selected cypress tub of standard capacity mounted on a channel steel bench with a folding steel shelf for the rinse tub. It has an improved swinging wringer with patented safety release and quick action, reversible gearing. All moving parts operate under metal shields—note the smooth and attractive design in the illustration above.

Every Dexter Washer in use becomes an active booster to increase the demand for Dexter Machines. Domestic help was never so scarce, and this is certainly the accepted time for you to "cash in" on the heavy demands for labor-saving household machinery. The Dexter line offers remarkable profit possibilities—write today for the new Dexter catalog and details of our exclusive agency proposition.

THE DEXTER CO. - - FAIRFIELD, IOWA

Warehouses at Toledo, Peoria and Albany

McKINNEY BUTTS

for all doors

HOME BUILDING is again the chief topic of family conversation these cold winter evenings in thousands of American homes. Many families in your community, the war over, are preparing to go ahead with their home building plans.

Right now is the time to prepare for this peace building. Give prospective home builders the benefit of your expert knowledge of building materials before the houses take shape—while ideas are still being formulated. Such advice and service means a lot to owners and will be appreciated and remembered long after they have moved into their new homes.

Selling builders' hardware at the planning or blue print stage requires but little time and effort and not only insures the owner's satisfaction and future trade, but selling on a quality basis pays you a much larger profit. If you are interested in increasing your profits in builders' hardware, write now for a copy of our new booklet "McKinney Butts For All Doors"—also McKinney Catalog No. 26.

McKINNEY MANUFACTURING
Pittsburgh **COMPANY** *Pennsylvania*

For 50 years makers of good hinges and hardware

The **GENEVA**
Quick Adjustable
No. G-2

- A Hoe
- A Plow
- An Invincible
Cultivator

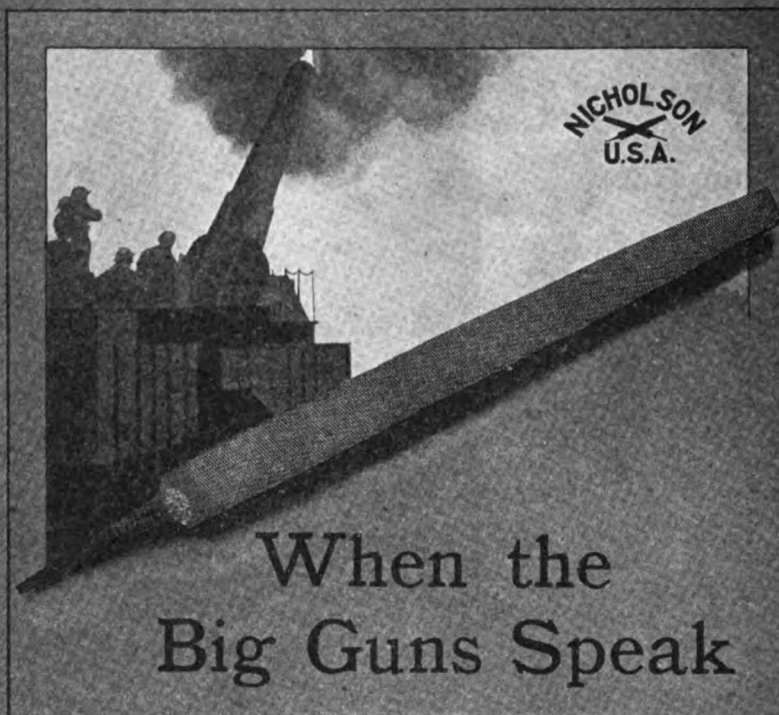
Any one of these is available
by turning the Hand Wheel.

*No wasted steps for a change of tools.
No lost wrench.*



*Ask Your
Jobber*

The American Fork & Hoe Co.
Cleveland, Ohio, U.S.A.



When the Big Guns Speak

As on November 11, they burst into a last great Salute to Victory, they spoke of PEACE to a war-worn world.

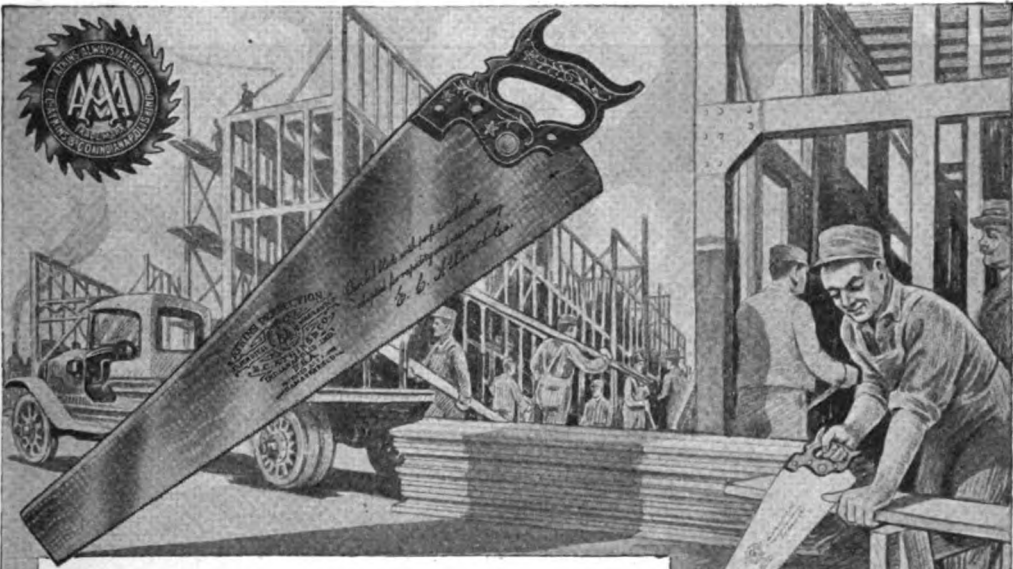
Nicholson Files

contributed greatly to our waging of aggressive American warfare. Necessary in war, they are as necessary in peace—the World's Smoothest Cutting Files—a File for every purpose.

Write for File Philosophy—a fifty-years' education in Files and Filing in an hour's reading.

NICHOLSON FILE COMPANY

Providence, Rhode Island, U. S. A.



Atkins ^{Silver Steel} Saws

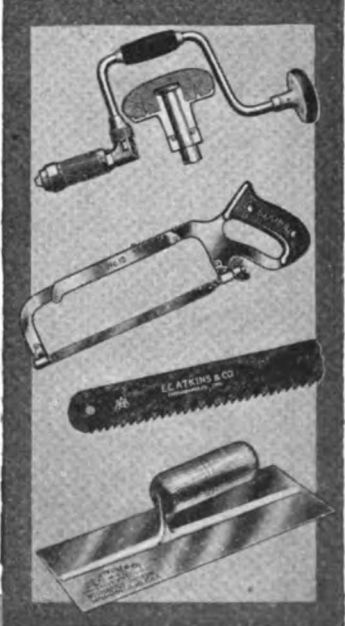
Are a joy to sell and a pleasure to use. They are made from the famous "Silver Steel" formulas—the development of *three hundred years of experience* of the Atkins family—the steel that adds years of service to any Saw or Tool bearing our "AAA" trade mark.

The Over Seas forest regiments of the United States Government were nearly 100% Atkins equipped. This means that Atkins Saws were relied upon almost exclusively in America's fight for liberty.

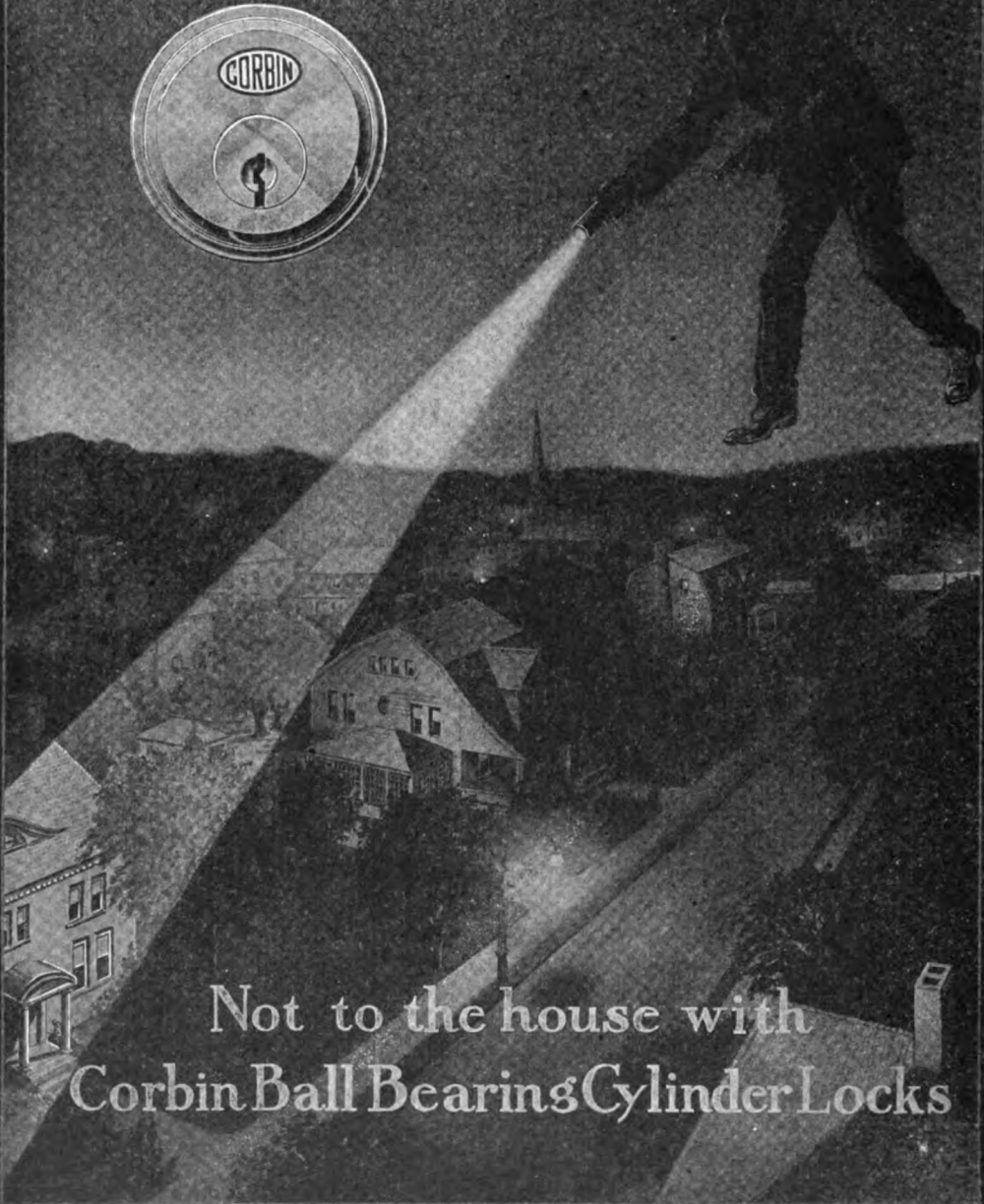
Mr. Hardware Dealer: *Ask for our Free Advertising Service Book, and learn why "Every Atkins Saw sold sells another."*

Address Advertising Dept.

E. C. Atkins & Co., Inc.
"The Silver Steel Saw People"
 Indianapolis, Indiana, U. S. A.



WHERE WILL HE GO?



Not to the house with
Corbin Ball Bearing Cylinder Locks

All Over the World



this mark means
"Rely on Me"

MUCH of the real work of the world goes through hardware stores. They dot the habitable globe and stand ready to provide weapons for the great Army of Industry—in its fight for industrial advance.

The hardware man knows the tremendous variation there is in tool quality.

He knows that tools may look alike, but that their service depends upon the steel that goes into them—and indeed upon the ideals of the company which stands behind these tools.

The hardware dealer has a feeling of satisfaction when he sells Billings & Spencer tools. Perhaps it is a big chain pipe wrench

to be swung by a gang of half a dozen men on the big pipe—

Perhaps it is a kit to carry safety in an automobile, as it tears across country—

Perhaps it is a big machinist's wrench, a "C" clamp, or any other of a hundred different tools made by Billings & Spencer.

Whatever it is, you can be sure that if it bears the Triangle B trade mark it says "Rely on me. I am made as well as I can be made. I shall not fail."

This Company succeeds through your success—through your satisfaction. We want to serve you in every possible way. Don't hesitate to write us for full information on any line in which you may be interested.

**THE BILLINGS
 & SPENCER CO. 
 HARTFORD, CONN. U.S.A.**

E.C. SIMMONS
KEEN KUTTER
CUTLERY
AND
TOOLS

FULLY
GUARANTEED

STANDARD
OF
AMERICA

Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.

Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the count, weight and make are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company
Fairhaven, Massachusetts



Interior of Star Equipped Barn Owned by H. J. Krebs, Wilmington, Del.

Exclusive Star Features

Make Easy Sales and Satisfied Customers

YOU'LL find a big difference between STAR and the ordinary barn equipment. STAR is the equipment with the big, exclusive features. Features that mean more sales and better satisfied customers.

Every barn owner a prospect—whether he owns one cow or one hundred.

STAR Stalls are built into separate units. Each stall connects with the other. This means convenience and economy in installation and letting the system grow with the herd.

The STAR Curb Clamp simplifies installation by doing away with curb anchors and templates.

The STAR Alignment Device keeps every cow in line at the gutter by simply moving the stanchion backward or forward.

The STAR Stanchion can be adjusted to fit the neck of a young heifer or the heaviest bull by adjusting two counter-sunk screws. These and other important exclusive features mean easier sales and better satisfied customers.

STAR Litter Carriers also offer big sales opportunities for dealers. You cannot only point out important features for convenience and durability, but supply the carrier equipment needed for any type of barn.

STAR Line includes three Litter Carrier Tracks and Carriers for them; Double-Angle Steel and Rod Tracks for use both inside and outside of barn, and a combination of Double-Oval Steel Track and Rod Track—the former for use inside, the latter for use outside the barn.

The Star Line

Barn Equipment
Litter Carriers
Harvester Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters and
other Farm Specialties

Write for Our Sales Proposition

and let us tell you about the advertising helps and consumer service we are putting back of STAR goods and dealers who sell them. Also get our Sales Proposition on STAR Water Bowls, STAR Feed Trucks, STAR Cannon-Ball Door Hangers, STAR Harvester Hay Tools and STAR Garage Equipment.

HUNT, HELM, FERRIS & CO.

Complete Barn Outfitters
HARVARD, ILLINOIS
Eastern Branch—Industrial Building, Albany, N. Y.

WESTERN DISTRIBUTORS

Pacific Implement Co.....San Francisco, Cal.
Parlin & Orendorff Plow Co.....Portland, Ore.

The Dairy Machinery Supply Co...Seattle, Wash.
Holley-Mason Hdwe. Co.....Spokane, Wash.

Simplicity of Design

RUSSWIN
RUSSELL & ERWIN

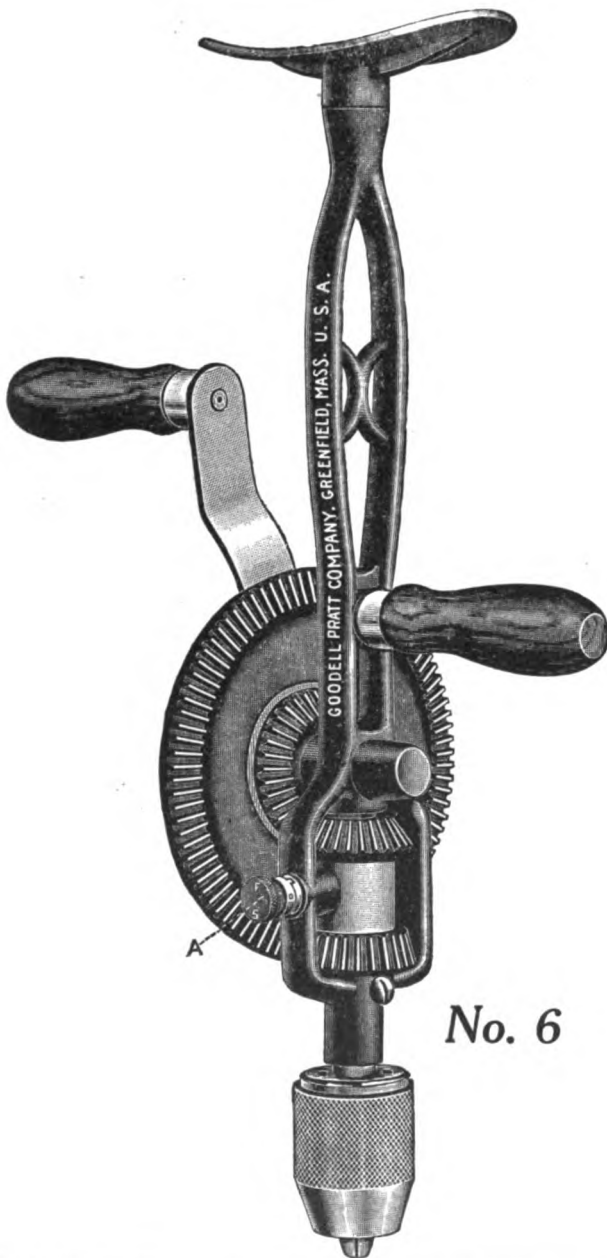
**Builders
or
Finishing
Hardware**

RUSSELL & ERWIN MFG. COMPANY
The American Hardware Corporation Successor
NEW BRITAIN, CONN.
NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.

Copley Design

GOODELL PRATT

1500 GOOD TOOLS



No. 6

Breast Drills

Made in a great variety of models and styles. Among them are drills with iron, steel and aluminum frames, one and two speeds and ratchet movement, with and without levels and fitted with chucks of various patterns and capacities

—
GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.



Genco

RAZORS

First Aid to Razor Sales Now You're Short of Clerks

Your cutlery clerk is in the trenches. You have another clerk called in the new draft. What are you going to do?

The GENCO Display Cabinet will help you to sell razors without salary. It comes free with your first order of GENCO Razors. A beautiful combination of glass and walnut wood, you will take pride in its appearance on your cutlery counter. It's an eye-catcher.

You know how most men come to buy razors—seeing a handsome display of razors, coveting 'em all, buying one?

The GENCO Display Cabinet beckons, talks to a customer, holds him while you and your clerks are busy elsewhere. Your clerk finally gets around to an already interested man. It's only necessary to take out of the cabinet the GENCO Razor that man has decided he likes best.

Your clerk won't have to tell him that blade is guaranteed. "GENCO Razors must make good or we will." Your customer has read that slogan again and again. GENCO national advertising has already mostly sold him.

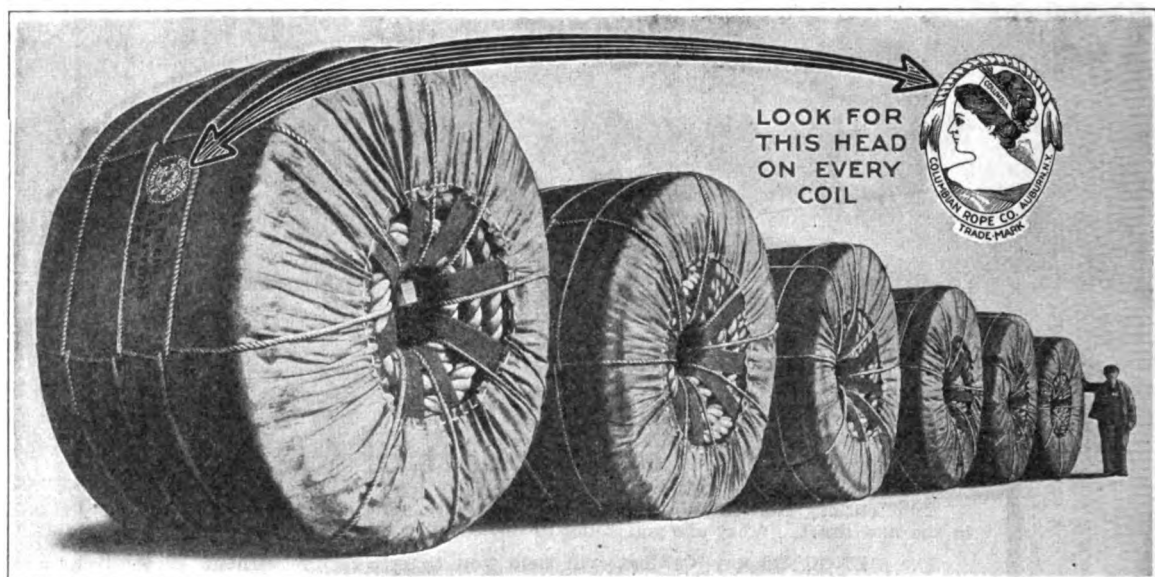
Bing! goes the cash register. By Godfrey, if all customers could only be sold as quickly as that!

GENEVA CUTLERY CORPORATION

157 Gates Avenue, Geneva, New York

Largest Exclusive Manufacturers of High Grade Razors in the World.





Where Reliability is of the Utmost Importance

Select Columbian Pure Manila Rope Because

- it is made of the highest grade, long fibre, pure Manila.
- it is always uniform in size, lay and strength.
- and there are no weak spots.

Columbian Manila Rope

- is rigidly inspected and carefully tested before leaving the mill.
- it stands hard service, under the most trying and unusual conditions.
- is exactly as represented—the best rope at any price.
- and most important of all, it is absolutely reliable.

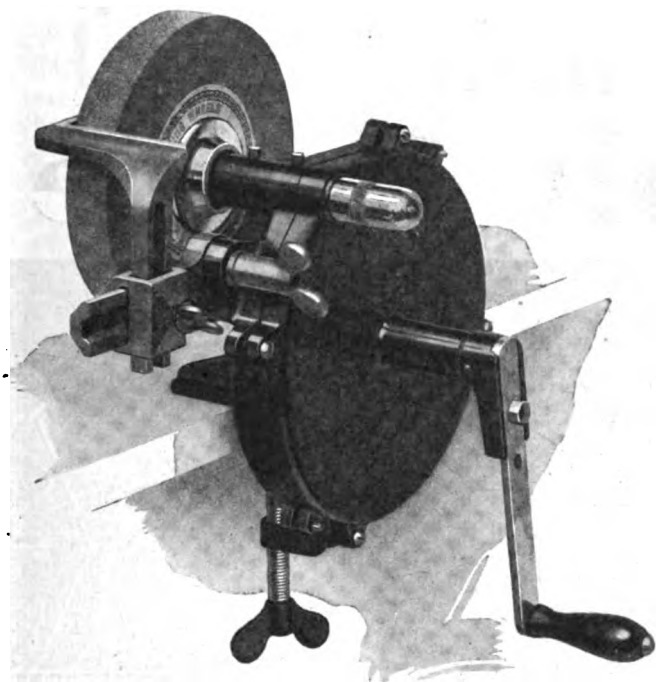
ORDER THROUGH YOUR JOBBER

COLUMBIAN ROPE COMPANY

Auburn (*The Cordage City*) New York

Branches: New York Boston Chicago

AMERICAN QUALITY -- TOOL -- GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American Line of High Duty Grinders

Have No Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp—Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

New Principle Twist Drill Grinding Attachment with graduated adjustment for radius and clearance, also micrometer feed regulator.

These superior, exclusive features make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

*Ask your Jobber or write to us direct
Attractive proposition to dealers*

AMERICAN GRINDER MFG. CO. MILWAUKEE, WISCONSIN

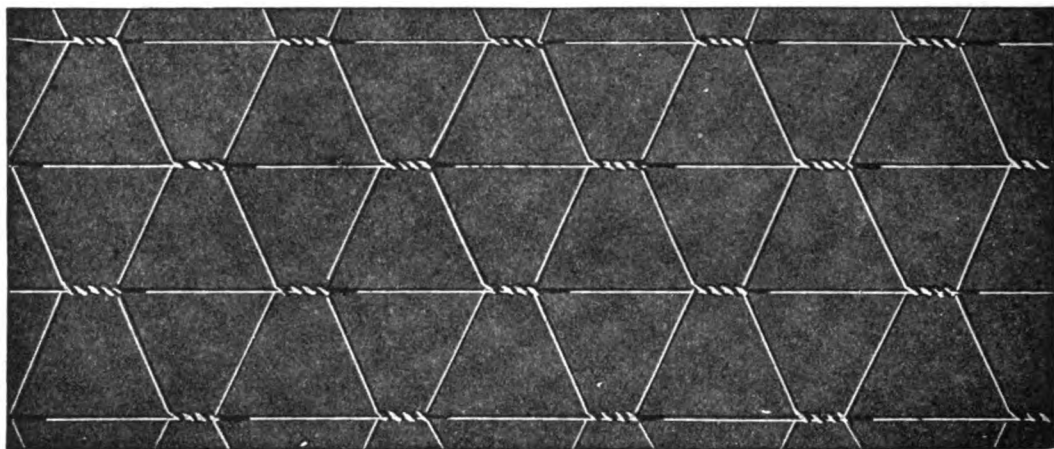
WESTERN DISTRIBUTERS

Jobbers

Dunham, Carrigan & Hayden Co., San Francisco
Baker, Hamilton & Pacific Co., San Francisco
Millard & Company, San Francisco
Butler & Brittain, San Francisco
Chanslor & Lyon, San Francisco
Western Heavy Hardware & Iron Co., Oakland
Thomson-Diggs Co., Sacramento
Ducommon Hardware Co., Los Angeles
Harper & Reynolds Co., Los Angeles
Honeyman Hardware Co., Portland
Whiton Hardware Co., Seattle
A. M. Holter Hardware Co., Helena
George A Lowe, Ogden
George Tritch Hdwe. Co., Denver
Krakauer, Zork & Moye's Sucs., Inc., El Paso

Momsen-Dunnegan-Ryan Co., El Paso
Z. C. M. I., Salt Lake, Utah.
Western Metal & Supply Co., San Diego
Auto Hardware & Equipment Co., San Diego
Northwest Auto Supply Co., Billings
B. K. Sweeney Electrical Co., Denver
C. W. Marwedel, San Francisco.
Marshall-Newell Supply Co., San Francisco
Motor Accessories & Tires Co., Pueblo
Lathan Auto Supply Co., San Francisco
Weinstock-Nichols Co., San Francisco
Motor Supply Co., Phoenix
Arizona Hdwe. & Supply Co., Phoenix
Motor Mercantile Co., Salt Lake City
Foster Auto Supply Co., Denver

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

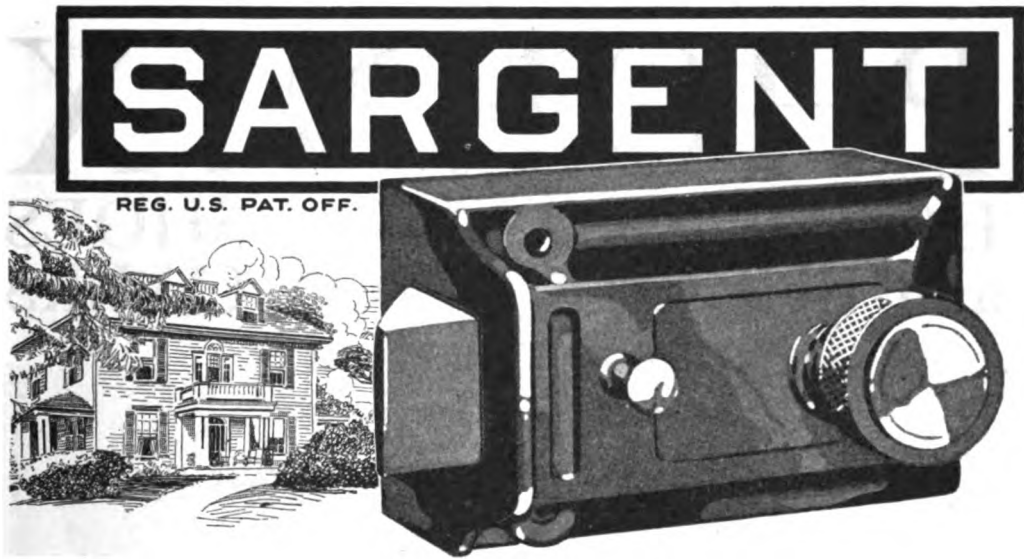
San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



You Sell Real Home Protection with Sargent Cylinder Day and Night Latches

Sargent Cylinder Day and Night Latches for safety, security and strength have no equal. They have many special features, chief of which is the PUSH-BUTTON STOP, found only in Sargent Day and Night Latches. They are simple, convenient and safe, and there is no possibility of getting out of order by the forcible closing of the door.

OTHER SPECIAL FEATURES

The Latch Bolt, which is made with long projection to provide for any shrinkage that may occur in the door or door frame, thus assuring security under all conditions.

Jimmy Proof: The latch bolt is fully protected and when the door is closed cannot be forced back from the outside.

Self-Locking: These latches are locked automatically by the closing of the door and cannot then be opened from the outside except by the proper key.

Double Locked: Can be locked or deadlocked from the inside.

For All Doors: Suitable for either right or left hand doors and for doors of all thicknesses from $\frac{1}{8}$ to $2\frac{1}{2}$ inches.

Three Gold Plated Keys are packed with each latch and no two latches are furnished with the same keys unless specially made to order.

Design and Finish: Attractively designed and handsomely proportioned, they may be obtained in several finishes, which are thoroughly durable as well as pleasing.

Sargent Cylinder Day and Night Latches are easily applied and adjusted by following the simple directions packed in each box.



STOCK THE SARGENT LINE OF LATCHES and give your customers complete satisfaction in safety, convenience, durability and appearance.

SARGENT & COMPANY

Hardware Manufacturers

NEW HAVEN . . . CONN.

NEW YORK

BOSTON

CHICAGO

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



Your rising market---the small bore shooting field

The tendency of the times is toward small bore shooting, and among the younger generation is the logical field for your sales activities.

More than ever, the boy is learning the real fun of target shooting under proper supervision at his local rifle club.

Every encouragement is given the boy to become a marksman by the National Rifle Association. Through this organization, encouraged by the Government, an official decoration for junior marksmen is issued to those who qualify.

Started RIGHT—with **Remington-UMC** Rifles and Metallic Ammunition—the boy may develop into the trapshooter and big game hunter of later years. The youngster who learns to know Remington UMC in the beginning is likely to hold to the Red Ball Brand in after life.

Send for Remington-Right-From-the-Start Booklets for your boy customers and state how many you can use.

ASK YOUR JOBBER

The Remington Arms Union Metallic Cartridge Company, Inc.

Woolworth Building

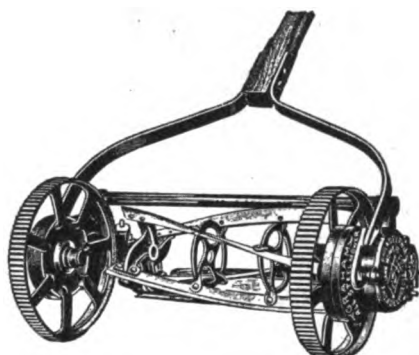
New York City



GENUINE "PHILADELPHIA" LAWN MOWERS

1869—GOLDEN ANNIVERSARY—1919

Fifty Years Doing One Thing Well

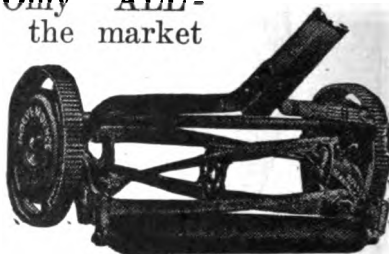


Styles "A" and "Graham" All Steel
Practically Indestructible

All blades VANADIUM CRU-
CIBLE STEEL. Only ALL-
STEEL mower on the market

==

PHILADELPHIA
Roller Bearings far
superior and last
twice as long as
Ball Bearings.



"Independence" Roller Bearings
9-Inch Wheel
"Overbrook" Roller Bearings
8-Inch Wheel

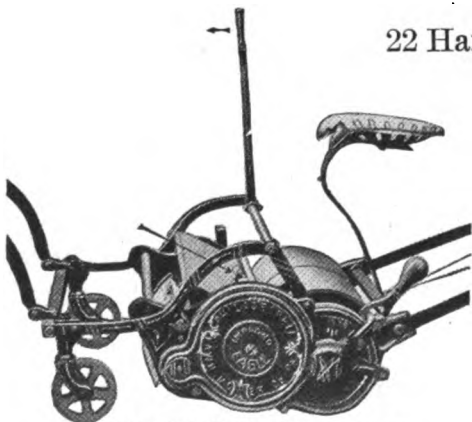
Parks, cemeteries and large estates and institutions all over the country using with entire satisfaction the GENUINE Philadelphia Lawn Mowers. The season is approaching, and prompt action is urged in view of scarcity of material and labor and railroad conditions.

**A GUARANTEED MOWER TO MEET ALL CONDITIONS
AND REQUIREMENTS**

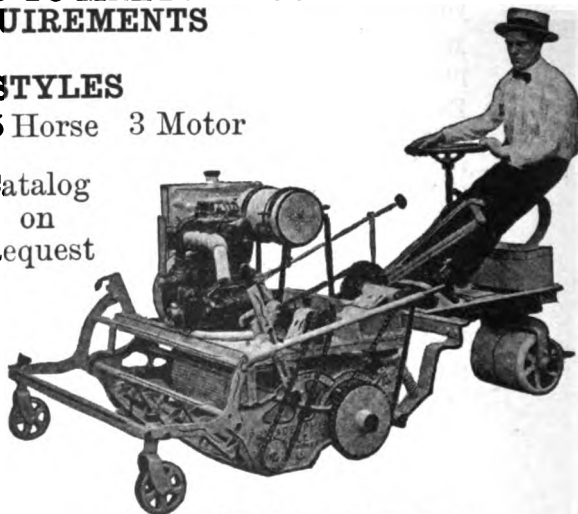
STYLES

22 Hand 5 Horse 3 Motor

Catalog
on
Request



Improved "EAGLE" Flexible Frame
30-Inch, 35-Inch, 40-Inch Size



"EAGLE," Flexible Frame Motor Mower
30-Inch Walking Type 40-Inch Riding Type

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission St., San Francisco, California, SAN FRANCISCO SELLING AGENTS

GIANT



Everything for blasting

Giant Explosives are made in all grades and strengths, to suit every blasting purpose of your customers.

Giant Blasting Supplies will fill their requirements, no matter how exacting they may be.

The superiority of Giant products, as well as their suitability for Western use, absolutely assure better results at less cost than ordinary explosives or blasting materials.

It will pay you to handle Giant explosives. Their merits are known throughout the West and the demand for Giant is established.

Throughout 1919 we will continue our Dealers' Help Service. You know how glad we are to co-operate with you to help you **get more business**. So if you desire any selling helps—books, store signs, fence signs or electrotypes, or any other of our business aids, don't hesitate—**WRITE TODAY.**

THE GIANT POWDER CO., Con., San Francisco

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

The Long-lasting Pad



Patented in U. S.
December 1, 1914.
Patented in Canada
April 6, 1915.

THIS NEW PAT-
ENTED HOOK AT-
TACHMENT—found only
on pads made by us—is the
greatest improvement since
we invented the hook. It
consists of wire staple with
felt reinforcement. This
gives the hooks a firmer
hold and prevents pulling
off, even though the fabric
is weakened by long usage.

The weakest point is made strong
and life of pad materially
lengthened.

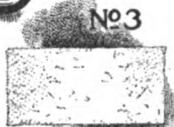


No 1 Stapling wire cut to length.



Stapling wire
shaped—
ready for in-
serting.

Piece of felt
used to pre-
vent wire sta-
ple pulling
through.



Felt—show-
ing stapling
wire inserted.

Stapling wire
clinched in-
side eyelet of
hook.



Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds. They are soft, springy, absorbent, and serve as a guarantee against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers through the medium of leading agricultural publications is on a more extensive scale than previous ones. This serves to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

For Sale by Jobbers

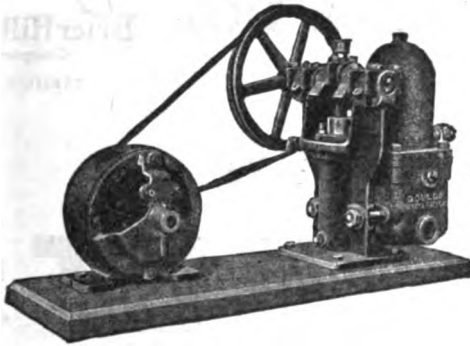
Booklets furnished free on request

The American Pad & Textile Company

Greenfield, Ohio

Canadian Branch:

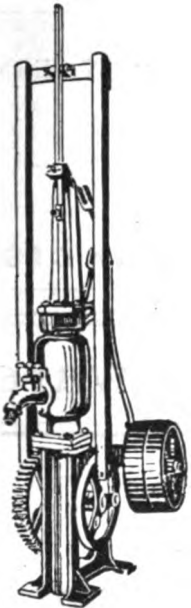
Chatham, Ontario



One of the Gould's Hi-Speed Pumping outfits—A new line, containing 13 different outfits for gasoline engine or electric motor drive. For either open or compression tank water systems. Two sizes: 3 and 6 gal. per minute for pressures up to 43 lbs. or elevations up to 100 feet.



Gould's Pyramid Pump (Fig. 1531) for open or compression tank water systems. For direct or belted drive from electric motor or belted drive from gasoline engine. Capacity 6 to 114 gal. per minute against pressure up to 75 lbs. or elevations up to 175 feet.



Gould's (Fig. 1680) Combined Deep Well Working Head and Jack. Easy to install. Flange (in center) screws on end of well pipe which fits into recess in base that supports the pipe, allowing top part of pump to be installed with ease. For filling tanks not more than 100 feet above water level. For engine, windmill or hand operation.

Pumps for Water Systems

Engine-driven, electric-motor-driven, hand and windmill operated pumps for both open and compression tank water systems

Our book, "Pumps for Every Service," shows our complete line. Write for copy today.

The Goulds Manufacturing Company

Main Office and Works

Seneca Falls - New York

New York
16 Murray St.

Boston
58 Pearl St.

Chicago
12-14 Clinton St.

Atlanta
3d Nat'l Bank Bldg.

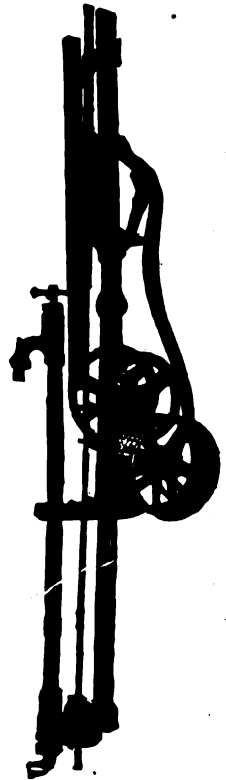
Pittsburgh
636 Henry W. Oliver Bldg.

Philadelphia
111 No. 3d St.

Washington
338 Munsey Bldg.

Houston
1001 Carter Bldg.

Northwest Agent, D. L. Herman
214 Maritime Building, Seattle, Washington



Gould's (Fig. 1482) Distributing Force Pump Head—Distributing Valve operated by Hand Wheel above spout allows water to be delivered either at spout or forced under ground to desired point. For engine, windmill or hand operation. For filling tanks up to 200 feet above level of water.



A. C. EULOFSON, Pres.

BRIER HILL STEEL CO.

OF CALIFORNIA



J. S. BISHOP, Sec'y.

OPEN HEARTH STEEL SHEETS

Mills at
Youngstown
Ohio

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

Mills
at Niles
Ohio

STEEL TANK PLATES

MILL SHIPMENTS ONLY

RIGHT PRICES

BEST SERVICE

BRANCH OFFICES

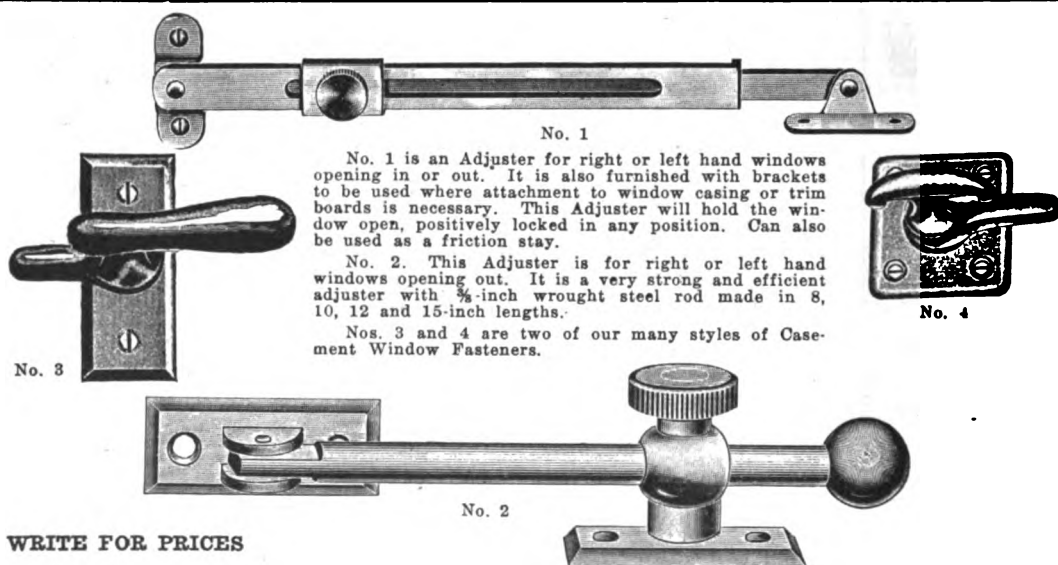
1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

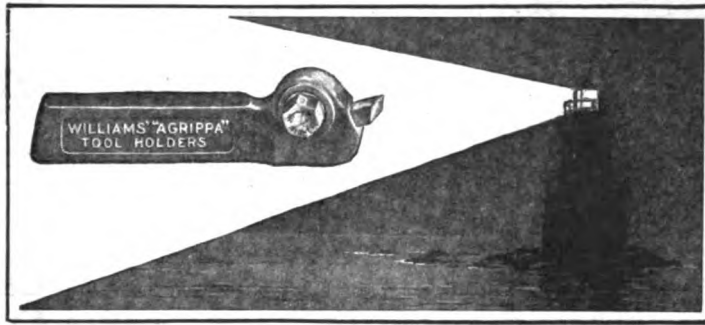
Shelby Casement Window Hardware


THE SHELBY SPRING HINGE CO.
Shelby, Ohio

Pond Hdwe. Specialty Co., Los Angeles, Cal.

COAST REPRESENTATIVES:

D. L. Herman, Seattle, Wash.



THAT "SAN FRANCISCO AFFAIR"
Turned the Searchlight on Williams'
"AGRIPPA" TOOL HOLDERS
"The Holders That Hold"

Winners of the Grand Prize—the highest possible award—at the Panama-Pacific International Exposition. Thousands have been taken for munitions work by the British Empire, France, Italy, Japan and the U. S. A., because they alone save the most machine time on the job, lose the least repair time off the job, and need the least shifting between jobs.

Tool Holders for Turning, Boring, Threading, Knurling, Cutting Off, Planing and Side Work

Pacific Coast Representative
M. HOWARD
Monadnock Building,
San Francisco.

J. H. Williams & Co. "The Drop-Forging People"
60 Richards Street, Brooklyn, New York

Western Office and Warehouse:
60 So. Clinton St.,
Chicago, Ill.



Sell Saws That are Mechanically Right

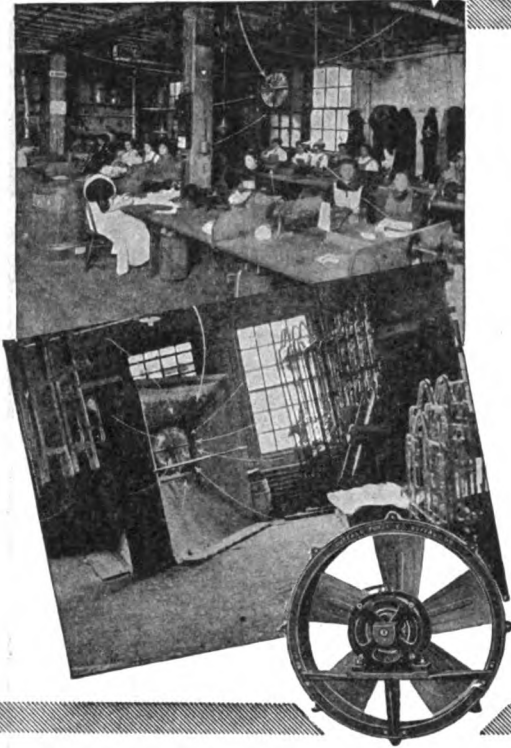
That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company
"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

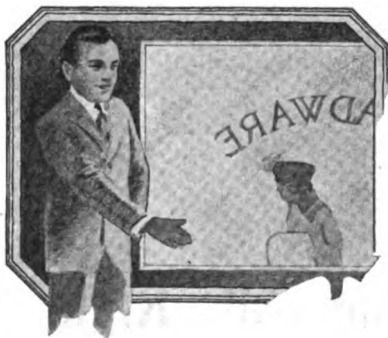
“Buffalo” Electric Disc Fans

can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.



The Year of Increasing Returns

Our boys are coming back. Normal business is coming back—old familiar faces, good to see; glad hands we're proud to grasp again.

We hope that the return of CORCO Metalware to the hardware trade, with even better quality than ever, will compensate in some measure for the kindly

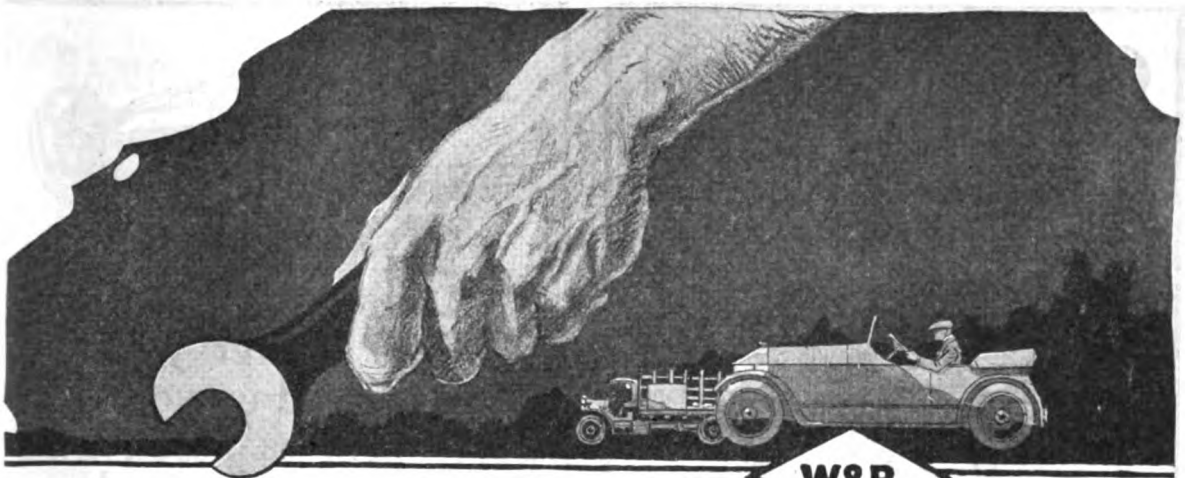
patience shown us during the late past while we were doing all in our power for the one supreme business of victory.

We heartily and cordially wish for you a great year of increasing returns.

Whitaker-Glessner Company
Wheeling Corrugating Department
General Offices: Wheeling, W. Va.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS
MINNEAPOLIS KANSAS CITY CHATTANOOGA RICHMOND





Better Than Good Enough

TRADE MARK

REG. U.S. PAT. OFF.

When you find "W & B" inside a diamond on a drop forged wrench you know it's the real goods. Sixty-four years of "better than good enough" tool making guarantees the best steel for the purpose, the highest attainments in manufacture and the severest tests, from raw materials to finished product. Grip a "W & B" wrench and you are ready for anything that has to be pulled off or pulled tight.

The Whitman & Barnes Mfg. Co.

Established 64 Years

Factories, Akron, O.; Chicago, Ill.; St. Catharines, Ont. General Offices, Akron, O. New York Offices and Store, 64 Reade St.

**Peace
Prosperity
and Progress**



Established
1840

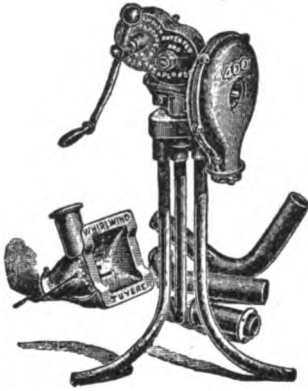
Henry Disston & Sons

INCORPORATED
PHILADELPHIA, PA.

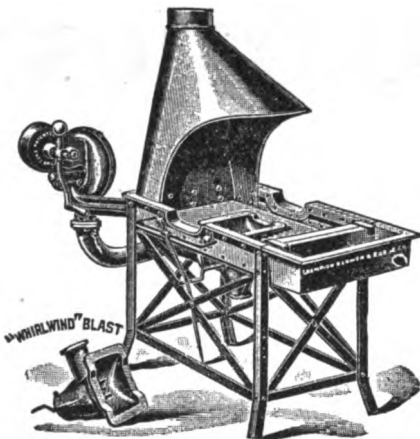
Keystone Saw, Tool, Steel and File Works

CHAMPION

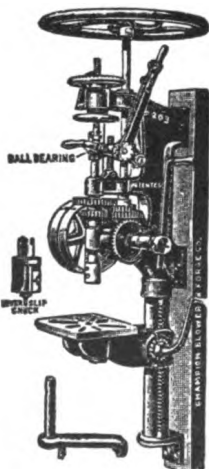
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

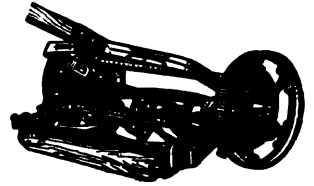
Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

EVERY



"PENNSYLVANIA"
Quality Mower you sell
helps to build up your big-
gest business asset, that
is—a reputation for hav-
ing quality goods and of
giving satisfaction.

PENNSYLVANIA

Quality

Lawn Mowers



This trade-mark will
be found on the fol-
lowing:

"Pennsylvania"
"Pennsylvania Jr."
"Pennsylvania Golf"
"Pennsylvania Putt-
ing Greens Mower"
"Continental"
"Great American
E. B."
"Shock Absorber"
"Quaker City"
"Red Cloud E. B."
"Orchid E. B."
"Daisy"
"New Belmont"
"Bellevue"
"Panama"
"Delta E. B."
"Electra"
"Pennsylvania
Pony"
"Pennsylvania
Horse"
"Pennsylvania Grand
Horse"
"Pennsylvania Trio
Horse"—86-inch
cut

They have
been known to
your customers
for over 40
years as the eas-
iest running,
longest-lived
and the most
economical.

Our advertis-
ing campaign in
the general
magazines will
help you to sell
more high
grade mowers.



PENNSYLVANIA LAWN MOWER WORKS

INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files
from 3 to 24 inches that are
made absolutely of

**CRUCIBLE
STEEL"**

This high quality material
and our scientific hardening
and tempering methods en-
able us to produce files of
exceptional durability.

Delta Files are made in sev-
eral shapes and sizes—there
is a shape and size for your
particular requirement.

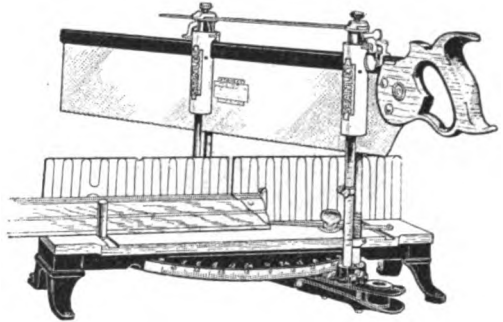
Use Delta Files in your shop
—you will increase your out-
put and greatly reduce your
cost of filing.



This trade mark safeguards the
interests of thousands of file users
everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

Stanley Tools



STANLEY MITRE BOXES

**STRONG
DURABLE
ACCURATE**

**A Specially Made Back
Saw with Each Box**

Every mechanic that
visits your store will
be interested in this
up-to-date mitre box.

May we send you
some special circu-
lars containing com-
plete description?

STANLEY RULE & LEVEL Co.
NEW BRITAIN, CONN. U.S.A.



Do Your Customers a Favor

when they ask for joint compound, give them Dixon's. Then be ready to fill repeat orders. They will like Dixon's, for it is DIFFERENT.

**DIXON'S
GRAPHITE
PIPE JOINT
COMPOUND**

makes non-leak joints in steam, air, water, oil, brine and gas lines. The graphite lubricates the threads, making it possible to screw up joints tighter than usual and allowing them to be taken apart without trouble or damage to fittings. This feature makes a hit with property owners.

Write for Booklet No. 280-D.

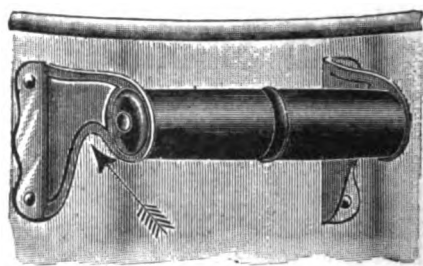
Made in JERSEY CITY, N. J., by the
Joseph Dixon Crucible Company



Established 1827



Keystone Boiler Handles



No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed.

Send for samples.

BERGER BROS. CO.

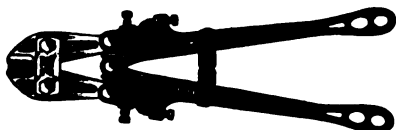
Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory, 100 to 114 Broad Street

PHILADELPHIA

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED

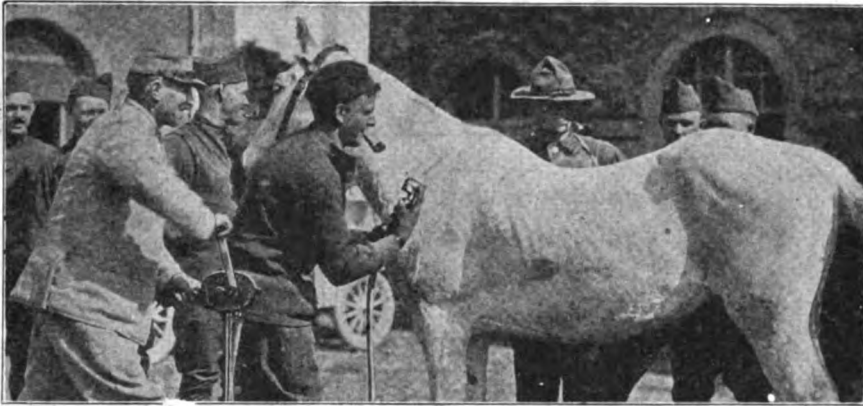
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

Stewart Clipping Machines at the Front



Copyright
by the
Committee
on
Public
Information

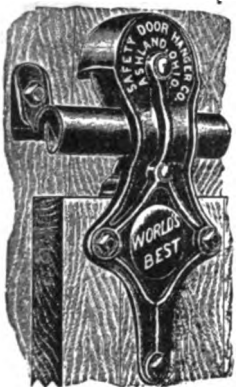
An American Clipping a French Cavalryman's Horse With a Stewart Machine.

Clipping of all horses used by the Allied and U. S. armies is general and a great many Stewart Machines are used. The harder a horse is worked the more he needs and is benefited by clipping.

Clipping starts with the first Spring weather and there will be more farm and other horses clipped this Spring than ever.

A number of Stewart Clipping Machines will be bought in your locality. Get in your stock now and be ready to make the sales. Your Jobber Can Supply You. Catalogue on Request

Chicago Flexible Shaft Company - 5604 Twelfth Street, Chicago, Illinois



YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. M. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.

Auto-Wheel ^{CONVERTIBLE} Roadster and Auto-Wheel Coaster

These are the original, but widely imitated Coaster Wagons. Genuine roller bearings, oval spokes, steel tires and axles make the Auto-Wheel superior in strength and speed. Every boy and girl wants an Auto-Wheel—and there's an Auto-Wheel for every age.

Close Co-operation With Dealers
Our plan of getting boys to organize Auto-Wheel Coaster Clubs is stimulating dealers' sales all over the country. Let us prove to you how you can make the Auto-Wheel Coaster and Auto-Wheel Convertible Roadster the best sellers you ever handled. A postal brings the proof.

Buffalo SledTM Co.

Dept. A,
N. Tonawanda, N. Y.

Factories:
N. Tonawanda, N. Y., and
Preston, Ont., Canada

New York Office:

108 Chambers St.

San Francisco Office:

979 Monadnock Bldg.

Seattle Office:

214 Maritime Bldg.



ROPE

CLOVER LEAF MANILA

If *quality* is wanted
If *satisfactory service* is sought
If *durability* is desired

Then Order
CLOVER LEAF MANILA ROPE

It sells itself wherever once used



Trade Mark

GOOD GOODS
HONESTLY MADE

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

E. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

BARBED WIRE BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.
359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.
SALES MANAGERS

 BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a **"CHALLENGE"** a **"RIVAL"** and a **"BANNER"**

LUFKIN **TAPES, BOXWOOD and SPRING JOINT RULES**

Stand on Records of
PERFORMANCE as well as
a GUARANTEE **THE LUFKIN RULE CO.** SAGINAW, MICHIGAN
Stocked by Your Jobber 106 Lafayette St., N. Y.
Send for Catalogue



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T. Cedar Falls, Iowa.

THE JAMES SWAN COMPANY

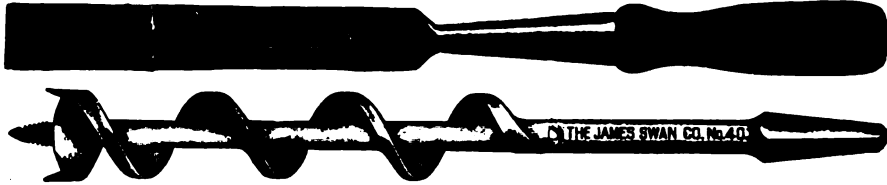
SEYMOUR

CONNECTICUT

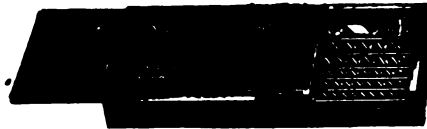
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

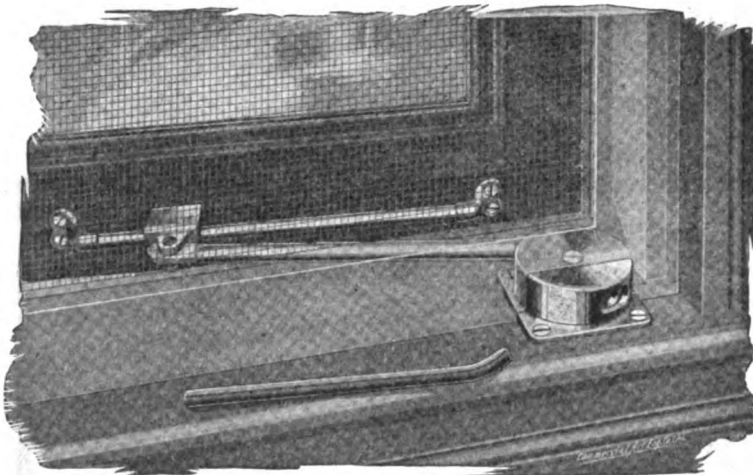
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago



Handle Detached. Cut shows Right Hand Casement Adjuster

EASY TO GET RID OF THE
POCKET GOPHER WITH THE

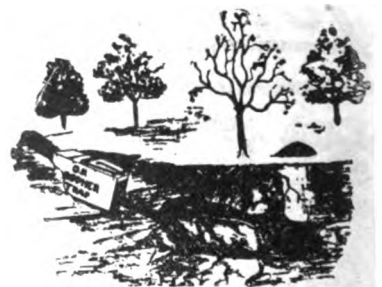
O. K. GOPHER TRAP

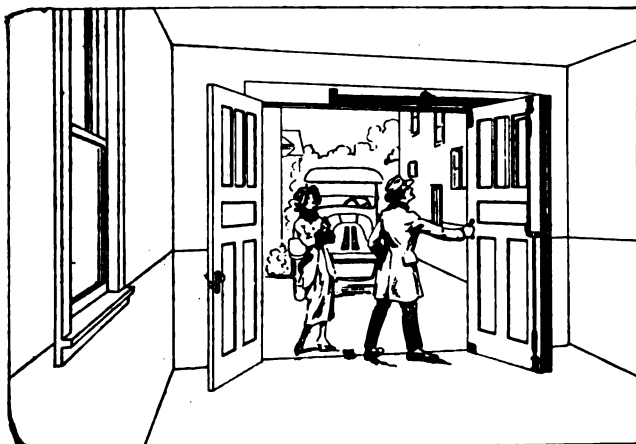
SURE TO CATCH AND SURE TO
HOLD

Manufactured by
The Abingdon Trap Co.
Abingdon, Illinois, U. S. A.

FOR SALE BY LEADING JOB-
BERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER





"The best garage door equipment I ever used or saw"

states Architect W. A. Risinger, Elwood, Indiana, referring to

Slidetite

(Patented)

Garage Door Hardware

Doors hung on "Slidetite" hardware close weather-tight, slide easily, can't sag, stand immovable without locks or holders, operate in small space and make a fine looking garage. Made in sets for any size garage, public or private.

Particular information furnished without obligation



Richards-Wilcox Manufacturing Co.

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co., Ltd., London, Ont.
"A hanger for any door that slides"

PHILADELPHIA
PITTSBURGH
BOSTON
ST. LOUIS



STIMPSON-RIVETS

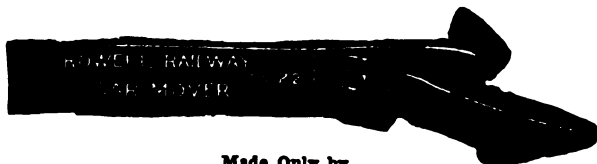


70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPOSE. BROOKLYN, NEW YORK

Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL
Railway Car Mover

And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, \$5.00

TRADE
CHICAGO
MARK
SPRING HINGES

Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company,

CHICAGO



NEW YORK

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Follow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

**Wrought Washer Mfg. Co.
Milwaukee, Wis.**

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

**SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE**

**SHADE CORD
MASONS' LINES
CHALK LINES**

Send for catalogue and samples.

**Samson Cordage Works
BOSTON, MASSACHUSETTS**

COLUMBIAN Vises and Anvils

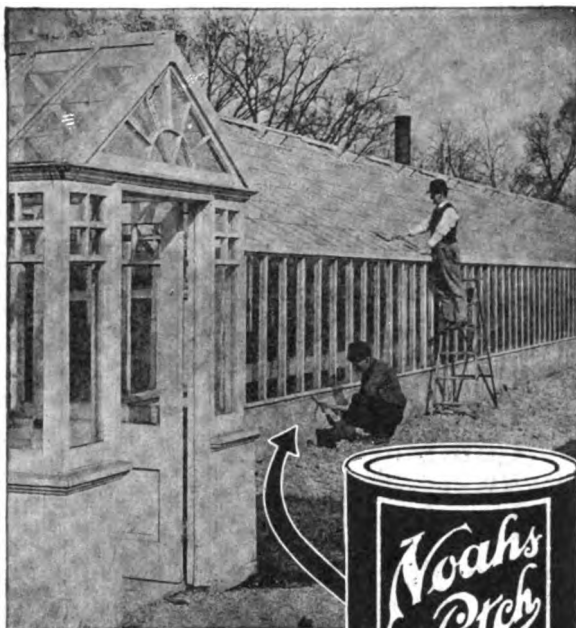


MALLEABLE IRON
Series 600



**STANDARD
WELDLESS**
One - Piece
Anvil

THE COLUMBIAN HARDWARE CO.
Manufacturers CLEVELAND, OHIO



Indispens- able About the Greenhouse

THE greenhouse owner ranks Noahs Pitch next in importance to glass. He uses it for glazing, for setting sills to prevent decay, for repairing cracked and broken glass. He uses it to stop leaks in foundations, tanks, pipes and chimneys.

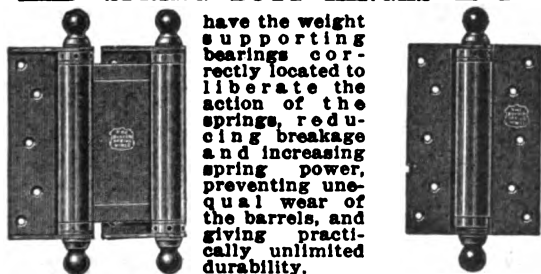
Noahs Pitch
A PLASTIC
FIBROUS CEMENT

Noahs Pitch is of just as much importance to the average man as to the greenhouse owner. No man ever owned a roof without having a leak in it at one time or another. Noahs Pitch stops every leak quickly and permanently. Every hardware dealer should sell Noahs Pitch. There is a steady demand for it the year round. A trial sells it so thoroughly the purchaser always keeps a can on hand.

*Try it yourself. Let us send
you a generous sample*

THE PHILIP CAREY CO.
232 Wayne Ave., Lockland, Cincinnati

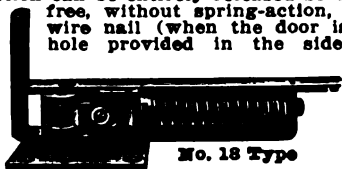
ONLY **BOMMER** DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

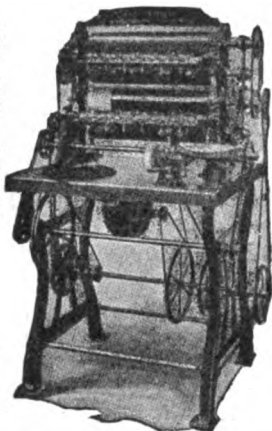
BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Five Reasons Why A "Hatfield" Pays

1—More men are economizing and shaving themselves with safety razors than ever before. New blades are scarce, so they're not throwing away old ones.

2—They find it difficult to sharpen their own blades; that's why they are glad to take them to a dealer who sharpens them on a

Hatfield Complete Sharpening Machine



which always puts a perfect cutting edge on every blade.

3—"Time is Money." The "Hatfield" will sharpen dull blades while men wait. It takes but five minutes to sharpen a dozen blades on a "Hatfield."

4—You can sharpen all makes of safety razor blades on a "Hatfield."

5—The "Hatfield" sharpens at the lowest operating cost of any machine.
Send for Evidence.

HATFIELD MFG. COMPANY
21 Walker Street, New York City

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size $2\frac{1}{4} \times 24$ in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. $2\frac{1}{4} \times 24$ in.

All our Leather and Web stropps are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, $2\frac{1}{4} \times 24$ in.

Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

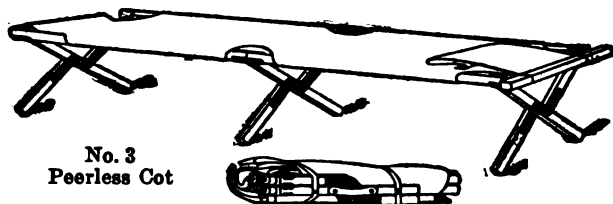
Western Representatives,
GRIFFITH SALES CO.,
461 Market St., San Francisco.
ALLEGRETTI MFG. CO.,
Geneva, N. Y.



WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

FOLDING CAMP FURNITURE

Cots, Chairs, Stools



No. 3
Peerless Cot

Also a Complete Line of

**Canvas Goods, Tents, Covers
Paulins, Leggings, etc.**

**THREAD MOPS ON THE HANDLE AND
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.

IVORY HANDLE COMPANY
Hope, Arkansas





1848

Colt's Firearms

have been supplied to the United States Government for many years. Troops were equipped with Colt made arms in the Mexican War, 1848; during the great struggle from 1861 to 1865, and in the war with Spain, 1898. Through all the years of this Company's existence we have



1918

been developing arms which have been adopted by the United States Government and which have made many thousands of friends for the Colt Company.

This great experience now seems to have been but preparation, enabling us to serve the United States Government during the present world war. The Colt Company manufactures the Colt, Browning and Vickers Machine Guns in addition to the Colt Automatic Pistol and Colt Revolver, Caliber .45. To the maximum extent of our capacity we have been making these essentially military weapons for the Government, and still have to disappoint many friends who wish to procure some particular model of Colt revolver or automatic pistol for their own use. We are sure, however, that all those who are rejoicing in the deciding part which "our boys" were enabled to contribute have no criticism of our undivided effort to provide this equipment for our men and will be patient until matters can be readjusted.

COLT'S PATENT FIRE ARMS MFG. CO.

HARTFORD, CONN., U. S. A.

Sure, It's a New **PULL-EASY** Adjustable Garden Cultivator

Combines the popular five-prong style with the great **PULL-EASY** Adjustable feature. Can be used as a rake when spread out to full twelve-inch width.

Costs no more than the old rigid style and outsells it two to one.

It is guaranteed. Our Number **PE5**. Ask your jobber.

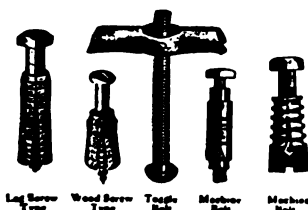
THE PULL-EASY MFG. CO., 483 Barstow Street, Waukesha, Wisconsin

Teeth—Five, channeled steel, guaranteed unbreakable.
Points—Convex for perfect scouring.
Handle—Four feet long, polished.
Adjustable—6 in. to 12 in. wide.
Packed—Half dozen in a crate.

PULL-EASY



"STAR" EXPANSION BOLTS



Trade Mark
"SEBCO"

A Pleasure to Sell

Standard the
World Over

STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago
147-149 Cedar Street, New York

Ohlen Saws

Columbus, Ohio



Standard for Sixty-Five Years



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

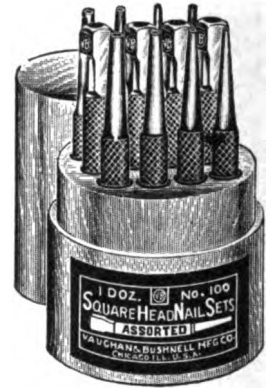
WORCESTER, MASS., U. S. A.

**V & B Square Head Nail Set**

Patented



No. 100



Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.

These Nail Sets are made in One Piece.

Owing to the square head design, they will not roll. Cup pointed, individually tempered.

For sale by all leading jobbers.

VAUGHAN & BUSHNELL, MFG. CO.

Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.

**GARDENS — GARDENS — GARDENS**

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

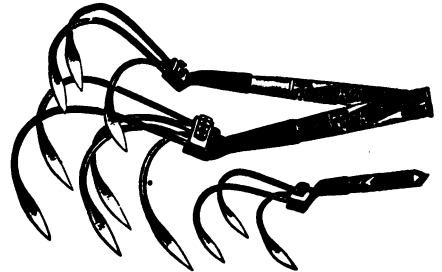
DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A.

**"Forstner" Brace and Machine Bits**

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



"The Blade in the Plaid Box"

"LENOX"

Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior **QUALITY** and **UNIFORMITY**, which, coupled with an **UNEQUALED SERVICE** on deliveries and a package that is **DISTINCTIVE**—they have given both the Dealer and his Customer "just the Hack Saw they have been looking for."

Manufactured by

AMERICAN SAW & MFG. CO., Springfield, Mass.

Direct Factory Representative for Pacific Coast, **CALDWELL SALES CO., 320 Market Street, San Francisco Cal.**

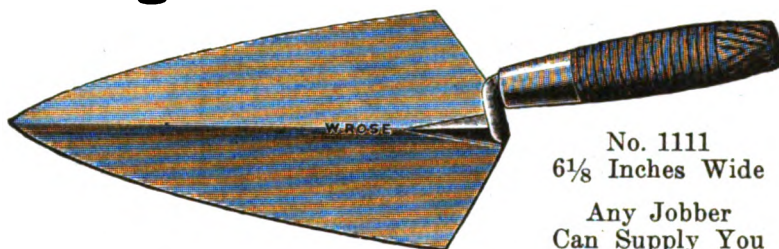
W. ROSE Wide Heels Supplanting Narrow Trowels

Accurate forging of W. ROSE wider blade prevents it from seeming awkward.

May we mail our Tool Book?

WM. ROSE & BROS.

200 W. Elmwood Avenue
Sharon Hill, Pa.



No. 1111
6 1/8 Inches Wide

Any Jobber
Can Supply You

WIEBUSH & HILGER, Ltd., 110 Lafayette Street, New York, Selling Agents

GILSON GARDEN TOOLS GILSON WEEDER—LIBERTY CULTIVATOR

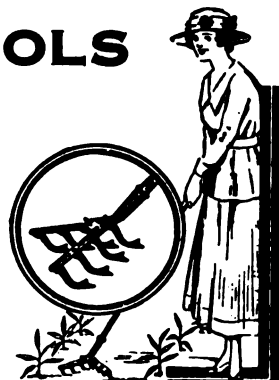
The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative P. O.
Box 299, San Francisco.



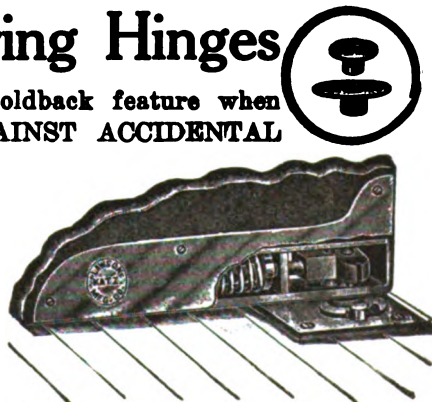
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will **INSURE AGAINST ACCIDENTAL** release of door. **INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE.** Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street





McCAFFREY
FILE CO.
PHILADELPHIA

Jas. F. and Sons

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863

THE BRIDGEPORT HDWE. MFG. CORP.

Bridgeport, Conn.

"A Popular Pattern at a Popular Price"

No. 4—Single Sizes 2, 3, 4, 5, 6 in.

No. 44—Assortment (8) Ea. 4, 5, 6 in.

List for No. 44—\$10.00 Set

ORDER THROUGH YOUR JOBBER



C. W. GAUSE CO.
Western Sales Agents
693 Mission Street, San
Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.

TRUX

2 and 4 WHEELED

**"BUILT
TO
OUTLAST"**



**Concrete Mixers
Wheelbarrows
Wood, Steel and
Cast Iron Wheels
Hoists**

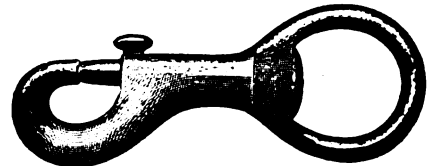
Let Us Quote You



SAN FRANCISCO, CAL.

SNAPS

**FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED**



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.



600 Shaves from One Blade

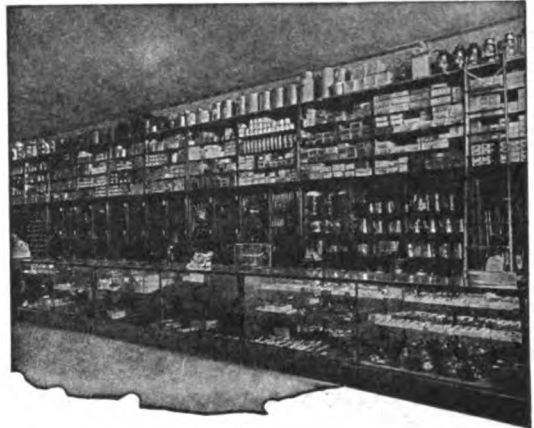
This is quoted from the experience of one man, and others send equally enthusiastic reports after using the

Rotastrop

SHARPENS SAFETY RAZOR BLADES

It's a daisy little machine, with big profits for established hardware dealers. Write for introductory offer. Represented in Washington State by Schram & Ware, Inc., Seattle.

THE BURKE MFG. CO. :: Dept. R, Dayton, O.



"Oh, That Reminds Me!"

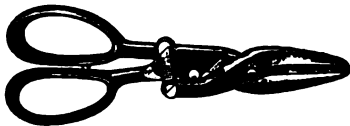
Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have. Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 100, that explains the Duluth Systems of Hardware Displays.

DULUTH SNOW CASE COMPANY - Duluth, Minn., U. S. A.

BARTLETT Compound Lever



SNIPS and
PRUNING
TOOLS

The Compound Lever gives an even cutting. The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave. Detroit, Mich.

THE BRAINERD LINE

THE MOST COMPLETE LINE ON THE MARKET

Hinges
Hasps
Handles
Hooks

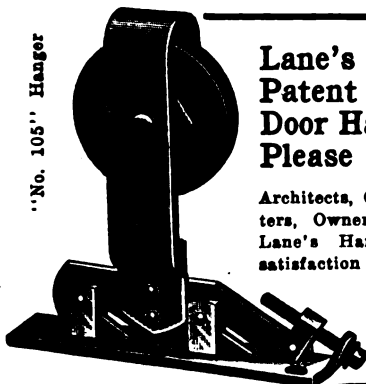


Catches
Corners
Knobs
Locks
Etc.

THE BRAINERD MFG. CO.

WASHINGTON STREET - EAST ROCHESTER, N. Y.

"No. 105" Hanger

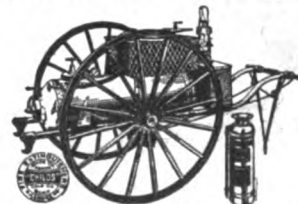


Lane's "No. 105" Patent Steel Parlor Door Hangers Please Customers

Architects, Contractors, Carpenters, Owners. All know that Lane's Hangers give perfect satisfaction and are everlasting.

LANE BROS.
River St.
Poughkeepsie, N.Y.

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

"TRY US FIRST"

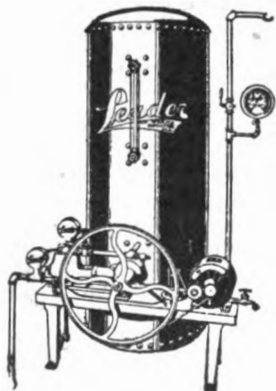
It will pay you to make inquiry of us before purchasing elsewhere.

BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.

H. ROTH & SONS
942-944-946 MISSION STREET
SAN FRANCISCO, CAL.

Leader
TRADE MARK

WATER SYSTEMS



**FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS**

PACIFIC PUMP & SUPPLY CO.
853 Folsom Street
San Francisco, California
Sole Distributors

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith	Supplies

MANGRUM & OTTER, Inc.

827-831 Mission Street
San Francisco

HEADQUARTERS FOR

Andirons Firesets
Screens
Basket Grates

FIREPLACE ACCESSORIES OF ALL KINDS



Andirons No. 2108



Fireset No. 847



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



- a real leader
- a standard quality
- made by a reliable house
- and it's guaranteed

1919 BUSINESS

You can make 1919 a banner roofing year by pushing the old standard Pioneer Products

New Prices

Get in touch with us at once for new prices and samples of complete Pioneer line

PIONEER PAPER COMPANY

Manufacturers Since 1888

247-251 South Los Angeles Street, Los Angeles, California

FISHING TACKLE

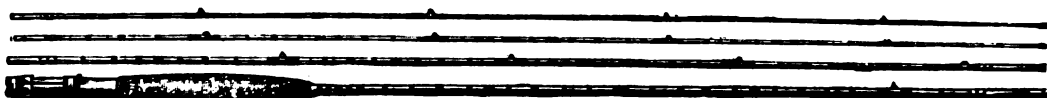
Prepare for the Coming Season by Laying in a Stock of the

CELEBRATED **TYEE** B R A N D



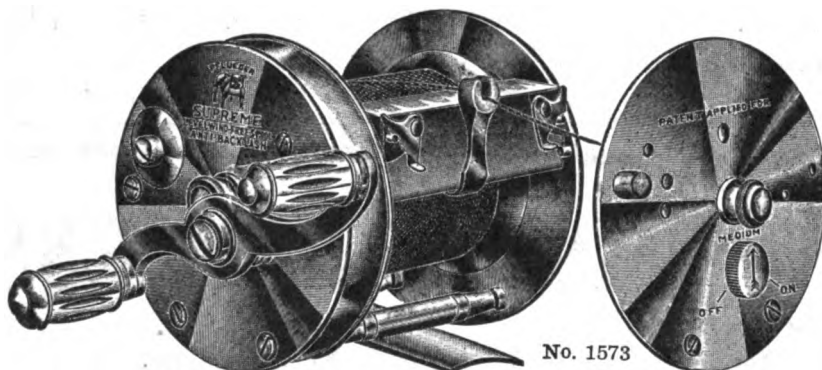
"It's the Hook That Gets the Fishes in the Brook"

TYEE TROUT ROD



Tyee-Trout Fly. Made from select Calcutta bamboo, three-piece and extra tip, full gun metal mountings, solid metal reel seat, snake guides and angle casting tip, 9¼-inch special solid cork grip, closely wound with black and scarlet silk. Length 9, 9½ and 10 ft. Weight 5½ to 8 ozs.

On velvet covered form in cloth bag.



Supreme Casting Reel

Made of finest quality nickel silver, a perfect free spool, level winding, anti-back lash casting reel, quadruple. Adjustable front sliding drag, steel pivots, double handle crank with pyralin amber fluted handles. The automatic level winding device is incased, making it sand and water proof and only works when reeling in the line.

No. 1573

One in a chamois leather bag, packed in a chamois lined hinge cover sole leather case, with screwdriver.

TYEE LINE

Made from highest quality Japan silk in a very rich dark olive green color. When in the water is practically invisible. 25 yards on a card, 4 connected.

For a Complete Line of Tackle, See Our General Catalog No. 60, Pages 2005 to 2099

**Dunham, Carrigan and
Hayden Co.**

San Francisco, California
U. S. A.



1918 N. R. A. .22 Cal. Indoor Matches

Practically a Clean Sweep for Users of

Peters Semi-Smokeless Cartridges

Civilian Club Team Championship— Won for the third successive year by the Peters Rifle & Revolver Club team, of King's Mills, Ohio; score 9945 ex 10,000 points.

Military School Championship— Won by St. John's Military Academy, of Delafield, Wisconsin; score 9831 ex 10,000 points.

High School Championship— Won by Iowa City High School (sixth successive year); score 9819 ex 10,000 points.

Woman Champion— Mrs. O. L. Garl, of the Birmingham, Alabama, team, who scored 199 ex 200 in the ninth match of the series, and the possible 200 in the 10th match.

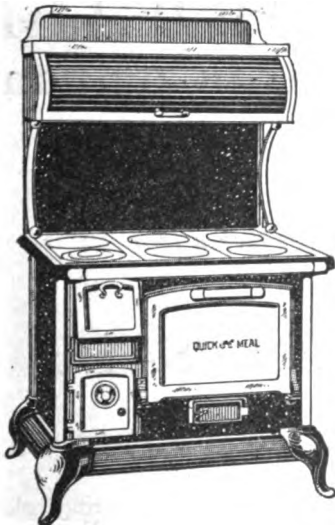
AND THE HIGHEST INDIVIDUAL SCORE
2000 Out of a Possible 2000 Points

By T. K. Lee, of Birmingham, Who Already Held the World's Record 4599 ex 4600 Points

Every One of these victories is an unanswerable Proof of the Superior Quality of the **(P) Brand**

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Butler & Britain, Inc., San Francisco



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

TRADE PROSPECTS

THROUGHOUT the Intermountain States
are exceptionally promising.

We have anticipated the demands of
our customers for the Spring and Summer
Season, and our stock is complete and well
assorted.

LET US PROVE OUR ABILITY TO SERVE YOU

**The Salt Lake
Hardware Co.**

SALT LAKE CITY, UTAH

POCATELLO, IDAHO

**Here's the Sprinkler that's
in Big Demand**



**THOMPSON'S
IMPROVED TWIN LAWN SPRINKLER**

Throws fine mist-like spray. Very novel
design. Non-corrosive. Made of zinc, lined
with brass. Covers large area. Order now.
Sold thru leading jobbers. Write at once
for descriptive folder of sprinklers and
permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

**A. M. HOLTER
Hardware Company**

Helena, Montana

—
Established 1867
—

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

TOOLS

**Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden**



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets

PORTLAND, OREGON

**NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF ...**

Garden Tools

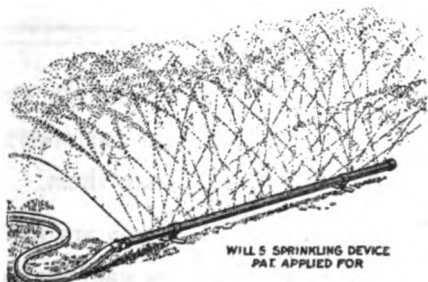
Poultry Netting

Lawn Mowers

**Pruning Shears
and Saws**

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



**"There's a Reason Why This Business
Increased 100 Per Cent in 1918"**

**Three Superior Qualities
Durability—Efficiency—Cheapness**

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

"Easy Emptying" Grass Catchors

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Failing-McCalman Co. The Schaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Kelley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Koffman Edw. Co.

The Specialty Mfg. Co.
ST. PAUL, MINN., U. S. A.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
OLAM
TABLE**

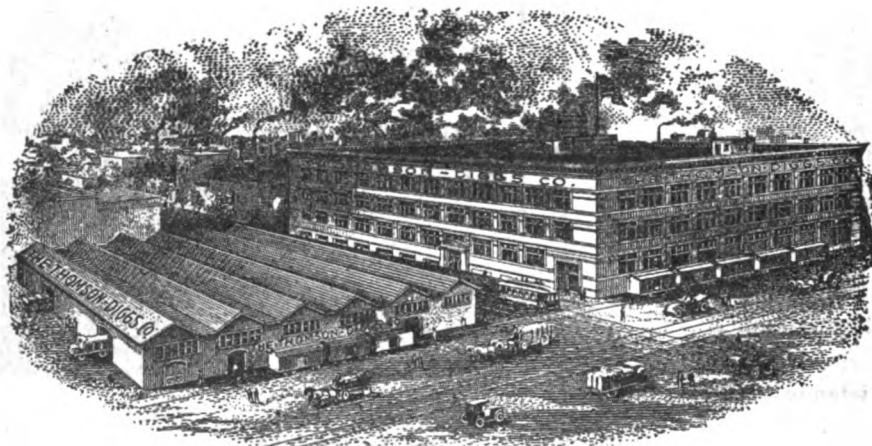
HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles, Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

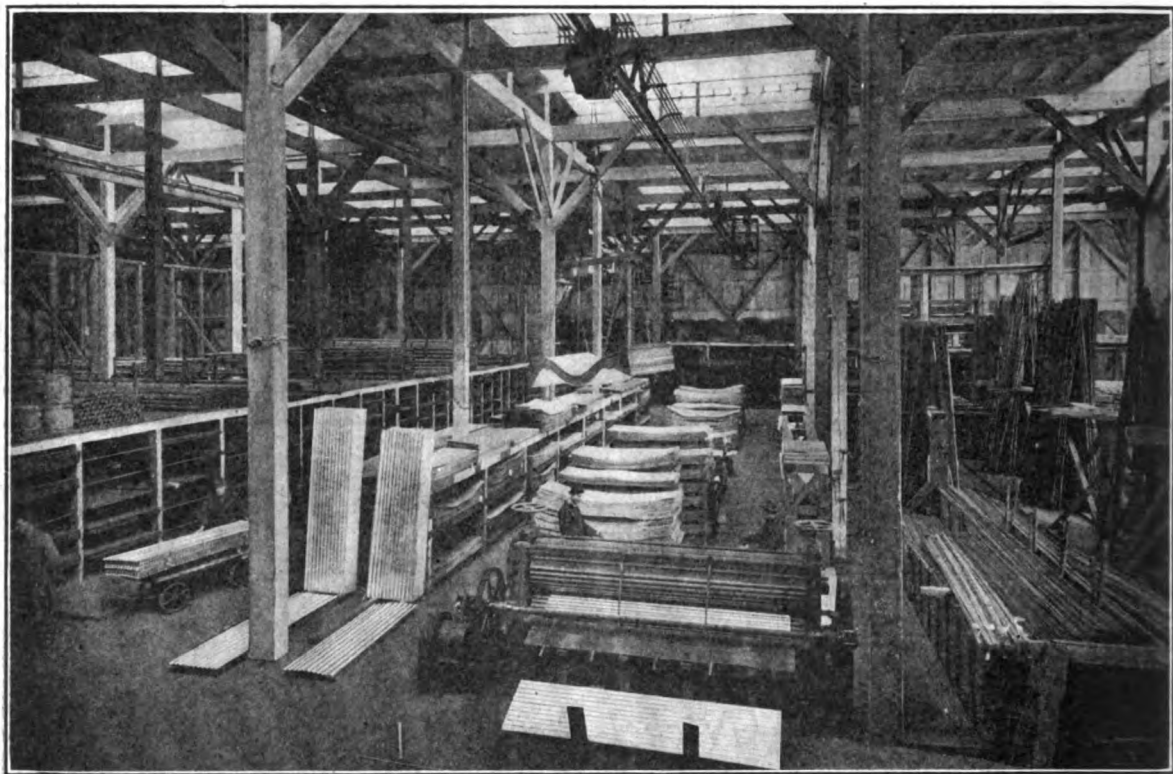
Boston

San Francisco

Yes Sir!!

We have all the Galvanized Sheets, Pipe and Plates in stock, and can make shipment This Afternoon As Requested

“Now, That’s Service”

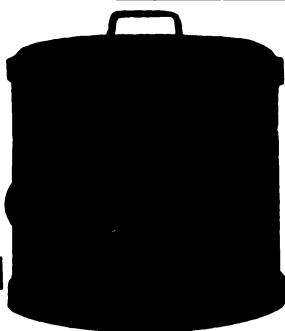


Also large assorted stocks of Building Materials, Electrical Supplies, Mechanics' Tools, Farming Tools and Implements, Mill, Mine and Railroad Supplies, Paint and Glass, Cutlery Sporting Goods, Creamery Supplies, Auto Accessories, Household Requirements, etc., etc.

“AT YOUR SERVICE”

BAKER, HAMILTON & PACIFIC CO.

700 Townsend Street, San Francisco



3 Sizes
Pail

Witt's yellow label

- Guarantees you quick sales
- Guarantees your customers complete satisfaction

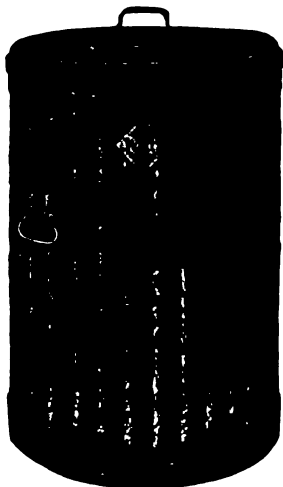
Quick sales for you because Witt's Can and Pail is the only advertised, only known-by-name article of its kind on the market. The demand is there, waiting for you to display the goods.

Satisfaction for your customers because Witt's outlasts two ordinary cans; is 29 times stronger than plain steel; possesses many exclusive features found in no other can.

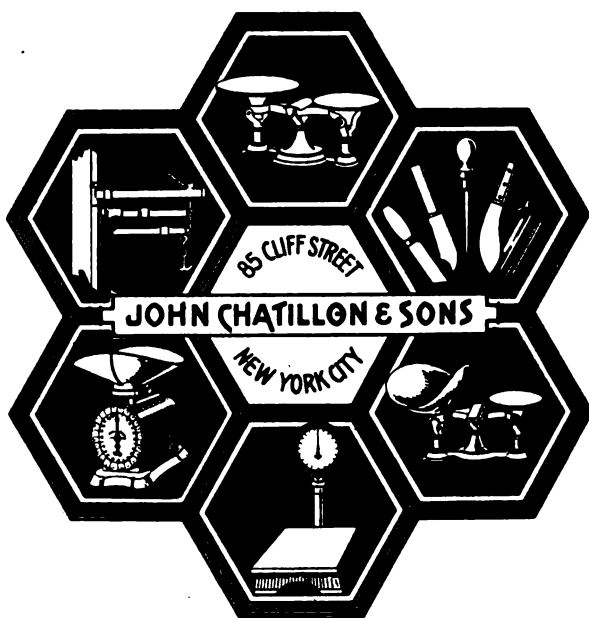
THE WITT CORNICE CO. CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Weil Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco



4 Sizes
Can



We Want Every Progressive Hardware Dealer To Have His Copy Of Our Catalogue

You should have it because it covers a complete line of high-grade, accurate and dependable scales—the kind that build renewal business.

Grocers' Scales, Candy Store Scales, Household Scales, Physicians' Scales—a scale for every need.

FOSTER BROS.' CUTLERY

which is a part of the complete Chatillon line, offers a rare opportunity to dealers interested in Butchers' Tools and Household Cutlery.

Are You a CHATILLON DEALER?

If not, send today for catalog, prices and liberal trade discounts.

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street

New York City

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - **MASSILLON, OHIO**

Trade mark "Boomer" Registered—No. 58228



2 BROOMS 1 IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918

ATLAS 10 Cent Fly Swatter



This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 6 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents
San Francisco, Los Angeles

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Ore.

RUTEMBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers. Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.
Marion, Ind., U. S. A.

TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



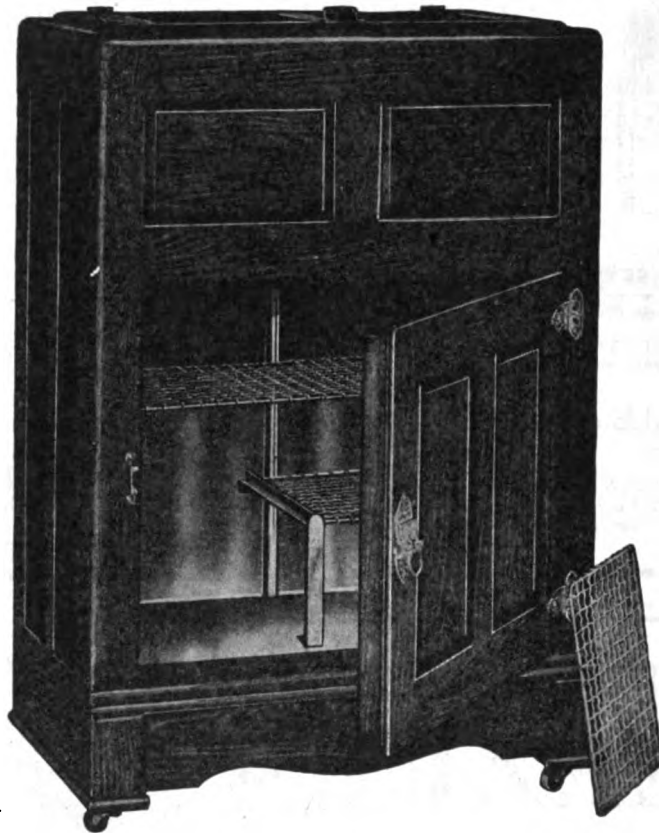
The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Monarch Refrigerators

Have an established reputation. Positive Dry Air Circulation. Patented removable or cleansable air flues and other hygienic features.



Monarch Refrigerators

Are perfectly insulated, ensuring ice economy. The cabinet work of brown ash or oak is attractive in design and hardware is handsome. Storage chambers lined with galvanized steel, white enamel, or seamless porcelain and fitted with bright tinned wire shelves, removable waste pipe and inside trap. Prices moderate.

Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

Union Hardware & Metal Co.
Los Angeles

Butler & Brittain,
San Francisco

Monarch Refrigerator Works - - Burlington, Vermont

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost No Nore Than Imitation or Inferior Articles

But They Build Up
Your Trade and Satisfy
Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.

**EXAMINE SAMPLES OF THIS
WARE AND PROVE IT
FOR YOURSELVES**



Trade Mark "EMCANY"
Reg. U. S. Pat. Off.
Deep, Not Polished, Lipped

Sold by All First Class Jobbers Throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

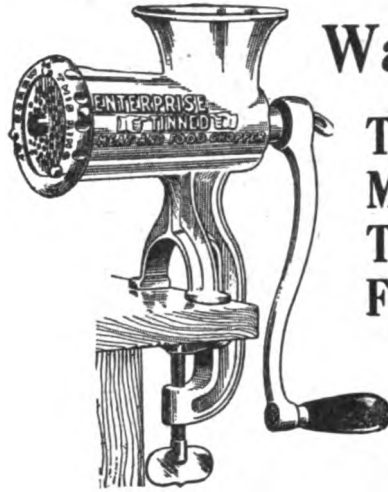
INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1913 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

"Enterprise" Meat and Food Chopper.
No. 5, Family Size, \$3.00



Wanted:
Twenty Million Tons of Food!

THE "ENTERPRISE" Meat-and-Food Chopper will help save the extra food we are pledged to send to starving Europe. If ever there was a time for the hardware retailer to serve humanity, that time is now. Help educate the public in the use of every appliance that will help conserve food or fuel.

"ENTERPRISE"

Meat-and-Food Chopper

makes food more palatable and helps prevent its waste. Its revolving steel knife and perforated steel cutting plate form the most efficient cutting mechanism ever embodied in a chopper—and the best selling argument. Use it.

"ENTERPRISE"

Lard Press and Sausage Stuffer

The mechanical working-mate of the hog, as a means of increasing the supply of human food.

Extracts the last possible particle of lard with the least cost of time and effort. A virtual necessity in making sausage as it should be made. 4-qt. size, Japanned, \$11

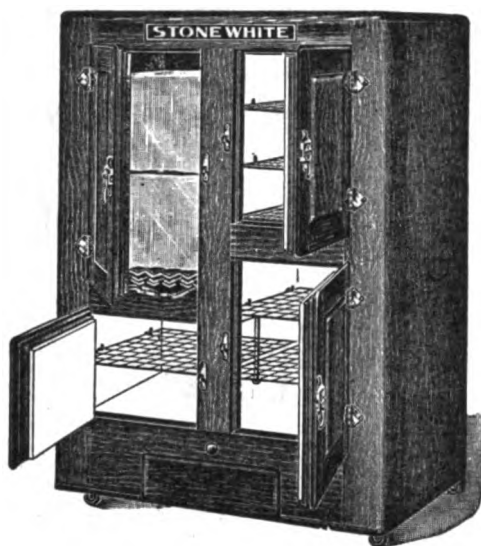


"ENTERPRISE"
literature furnished any
dealer on request

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia
U. S. A.

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.

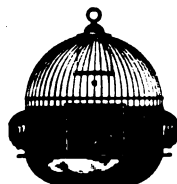
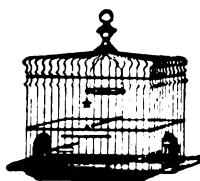


Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:-
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

Ladd All - Steel Beaters

QUALITY OF OUR SOLDIERS: The **QUALITY** inside the skin and the mind of these men, is what we are most proud of today. We know they were the equal of any, and combined with just such men of foreign nations, were able to win the war. Their **QUALITY** insured civilization.

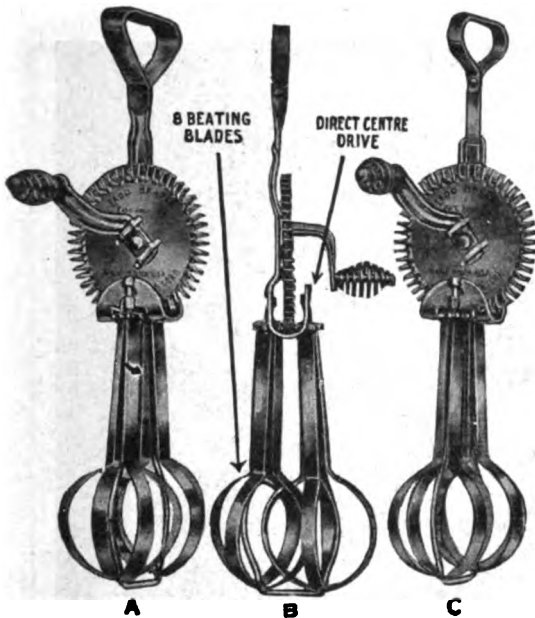
Coming to goods, **QUALITY** is just as essential for the work in hand.

U. S. Govt., wanting **BEST** in war, found **QUALITY** men right at hand. It bought **LADD ALL-STEEL BEATERS** as **BEST**, both in peace and war. **DEALERS** can do no better.

Consumer's Choice of
Three Holding Handles

JOBBERS, the world over,
and **U.S. GOOD PROFITS.**

United Royalties Corporation
1133 Broadway, New York



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimble & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

The Opportunity Is Here

This should be the biggest year in the history of your store.

Now that business all over the country is starting with increased activity, **CLARK JEWEL Oil Stoves** will be in greater demand than ever.

Hardware dealers who appreciate their merits should have a three, or better, a four-burner stove, with high shelf displayed on their sample floor as quickly as possible.

CLARK JEWEL Oil Stoves have an enviable reputation and will make money and friends for every dealer who sells them.

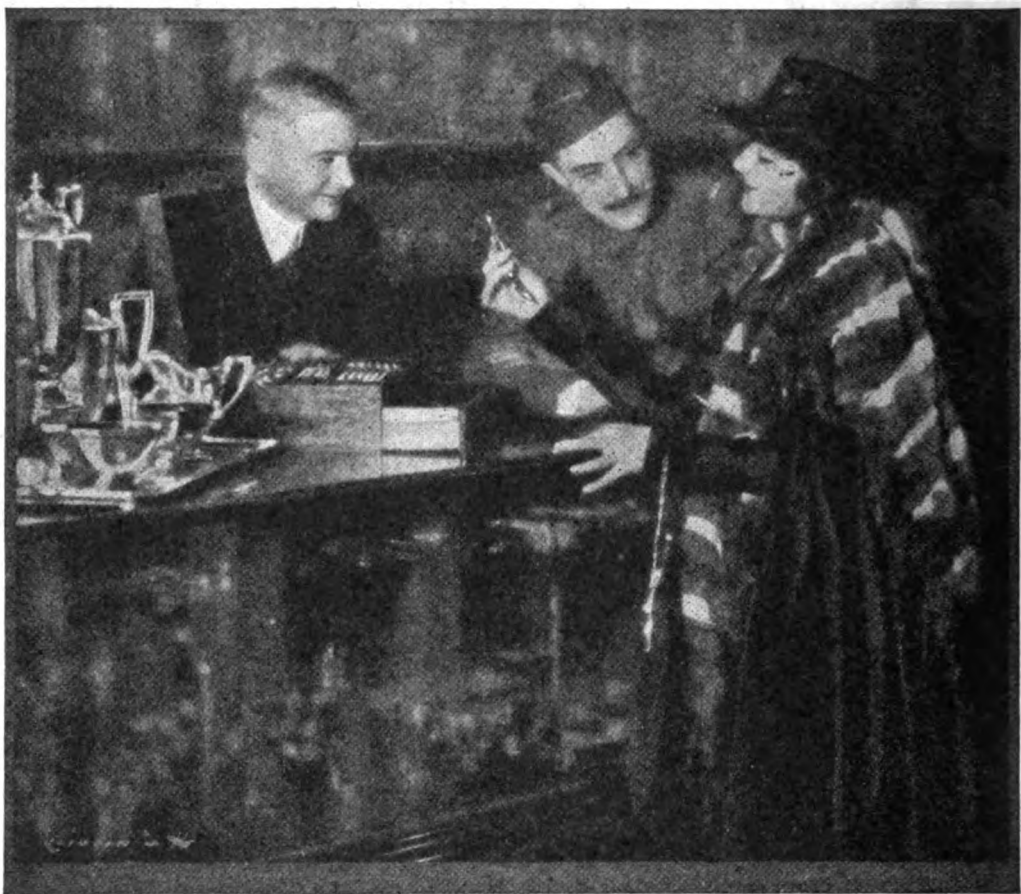


GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California



Will it Happen in Your Store?

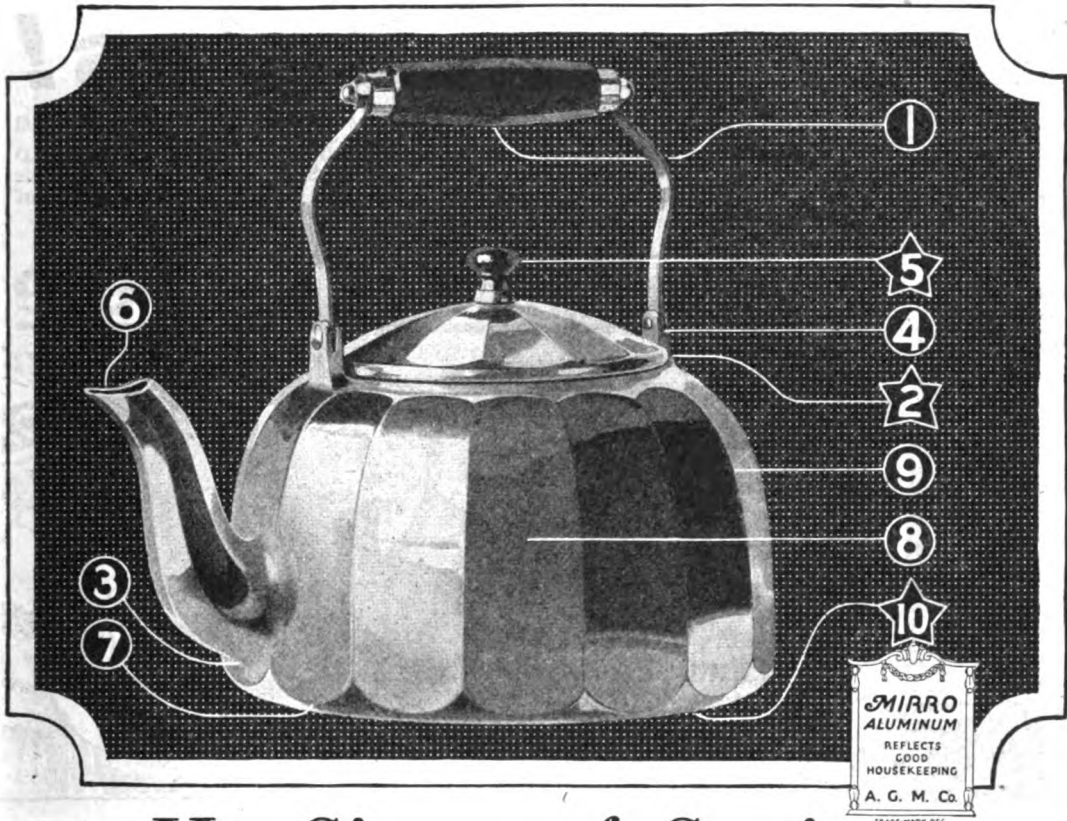
This picture is an illustration from one of our early 1919 advertisements, which will appear as a cover on The Saturday Evening Post and in other magazines.

Are your stocks in shape to care for this business that will follow the boys' return as surely as sunshine follows storm? Display your silver so as to bring these new home makers into your store.

Do you wish some of our
new window display material?

1847 ROGERS BROS.
SILVERWARE

INTERNATIONAL SILVER COMPANY, MERIDEN, CONN.



He Sings of Saving And of Many Other Mirro Advantages

Day in and day out, year in and year out, this big-hearted Mirro Tea Kettle witnesses the easier cooking, the safer cooking, the brighter kitchen, and the saving of time and fuel that comes of using Mirro Aluminum, the kind that reflects good housekeeping.

And, now that the war is won he knows that Mirro production will be greater than ever, unhindered by the great demand imposed by war-time needs.

He is mighty proud of his own ten Mirro distinctions that make him the joy of the kitchen. Here they are:

(1) Highly ebonized, sure-grip, detachable handle. ☆(2) Handle ears are welded on—an exclusive Mirro feature. (3) Spout also welded

on—no loosening—no dirt-catching joint.

(4) Slotted ears permit handle to be shifted to any desired position without coming in contact with sides of kettle. ☆(5) Rivetless, no-burn, ebonized knob—another exclusive feature.

(6) Quick-filling, easy-pouring spout. (7) Unusually wide base—quick heating and fuel saving. Also prevents flame from creeping up around sides.

(8) Famous Mirro finish. (9) Beautiful Colonial design. Also made in plain round style.

☆(10) All these qualities are assured by the Mirro trade-mark stamped into the bottom of every utensil.

And Mirro Aluminum, with its many unusual features is sold at a price that is truly moderate.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

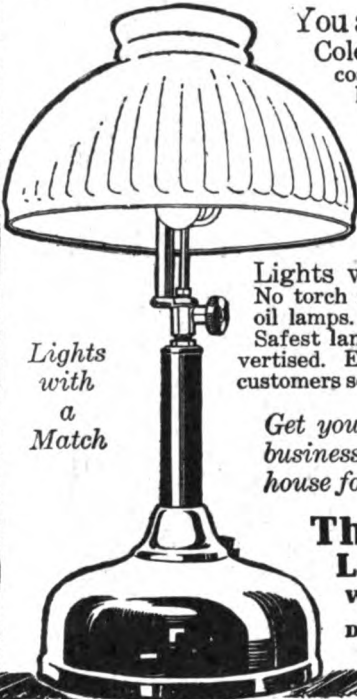
Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM

Reflects
Good Housekeeping

Lanterns made
on same great
principle.



Lights
with
a
Match

Easy Sales!

You are losing good money every day you are outside the Coleman Agency chain that is gradually reaching from coast to coast. Coleman is the original inventor of the gasoline table lamp. This line leads all others—knows no competition. Fastest selling line of gasoline lamps and lanterns in the world—because the best.

The Coleman Quick-Lite

Lights with common matches. No torch needed. Brighter than 20 oil lamps. **Guaranteed 5 years.** Safest lamps made. Nationally advertised. Effective dealer cooperation. customers sent right into your store.

Get your share of this business. Write nearest house for particulars.

The Coleman Lamp Company

Wichita, St. Paul,
Dallas, Toledo, Chicago.

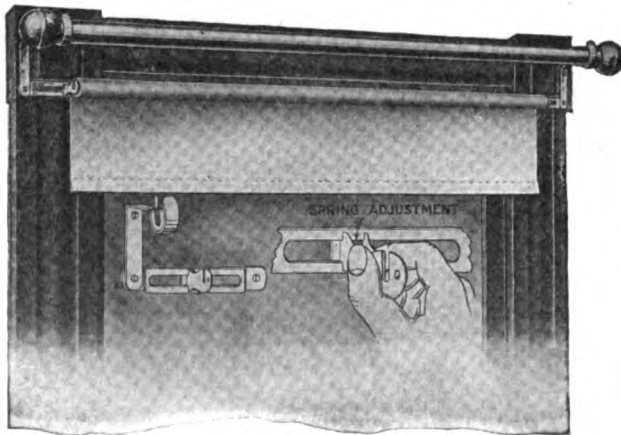


UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a long-felt necessity. **Neat, compact, convenient.** Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store
234 Water Street

**NEW BRITAIN,
CONN.**

STAR HEEL PLATES

There are no Heel Plates as good as the Star Heel Plates. Supply the
INCREASING DEMAND FOR HEEL PLATES WITH STAR—The Pioneer of All Brands

STAR HEEL PLATES

Sell and Sell and Sell

Because

They Are the Best



STAR HEEL PLATES

Are made in Seven Sizes

Nos. 0 to 6

Order Today Sure

COBBLER OUTFITS and LASTS and STANDS

We Make
40
Different
Kinds



We want some of the jobbers who have not handled our well-known line to get in touch with us immediately with request to send catalog No. 15 and price list, showing the best and most complete line of heel plates, cobbler outfits and lasts and stands manufactured.



We Make
30
Different
Kinds

Empire
Guaranteed

Star Heel Plate Co. (LOUIS SACKS Inc.) 357-391 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal., and Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

Come On—Get in Line

You never will be satisfied with your
Fly Trap sales until you have handled

Avis Sanitary Fly Traps



Get the benefit of a scientifically designed Fly Trap that conforms exactly to the habits of the fly.

Then you will be one of the many jobbers whose repeat orders, year after year, demonstrate that these traps deliver the goods.

FREE ADVERTISING
HELPS AT YOUR
SERVICE

A. B. AVIS
Pomona, California

Notice to the Financial Interests and Hardware Trade of California

THE present Pacific Hardware and Steel Company has no connection, directly or indirectly, with the former corporation of that name. The former Pacific Hardware and Steel Company has been legally dissolved, and the new corporation proposes to conduct a general hardware jobbing business in the Pacific Coast States.

San Francisco, January 15, 1919

**Pacific Hardware
and Steel Company**

ARTHUR ROTH, *Secretary*



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

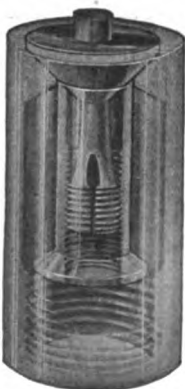
Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

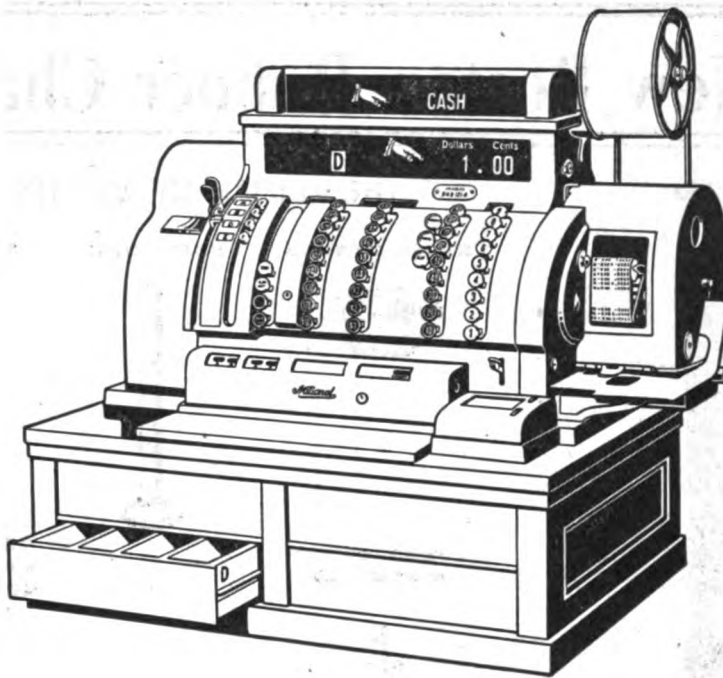
209 Scott Bldg., Salt Lake City, Utah



Closed



Open



The best store improvement you can make

The best store improvement you can make today is to install a modern National Cash Register—because it will build up and systematize your business.

A modern National Cash Register will raise the tone of your store, make your clerks more efficient, and put you in the class of up-to-date merchants.

It will enable you to save expense in running your store, and thus release money for other purposes.

It will make possible quick, accurate service to customers—the greatest inducement

that any merchant can offer to get and hold trade.

It will give you unequaled protection, that will check every cent of your profits into the bank.

It will give you information that will enable you to control your business.

A modern National Cash Register is a store improvement that will quickly pay for itself out of what it saves.

In the face of increased competition you cannot afford to postpone making this improvement.

The National Cash Register Company, Dayton, Ohio

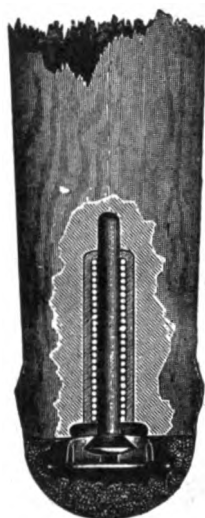
Offices in all the principal cities of the world

Old registers repaired, rebuilt, bought, sold, and exchanged

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

BRASS WASHER



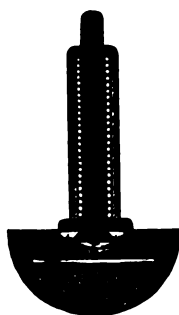
BRASS NAIL



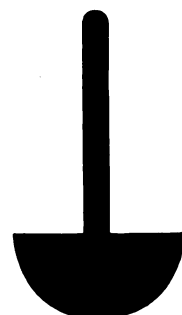
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



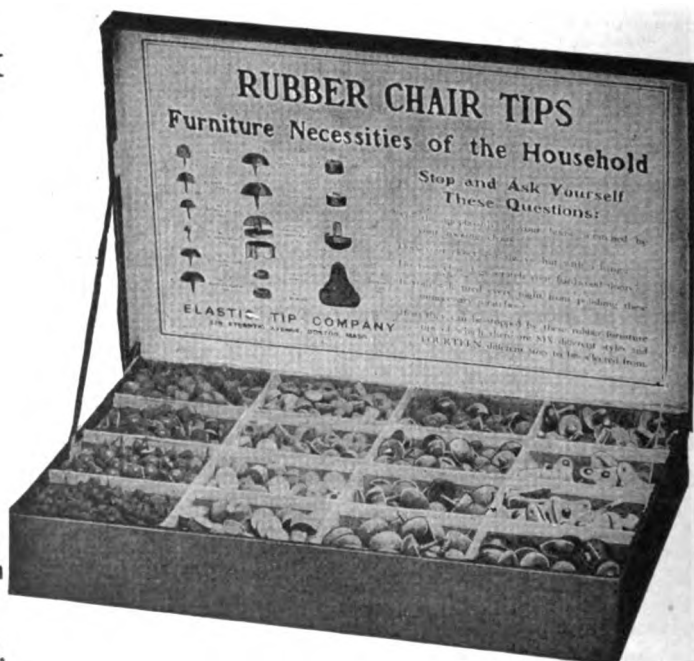
RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



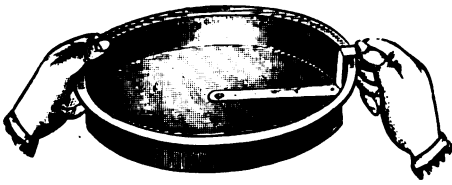
Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON - MASS.



ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS



Trade Mark



We Manufacture a Most Complete
Line of the Following :



"Sterling" Gray Ware

"Primo" Gray Ware

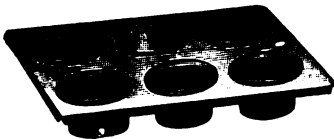
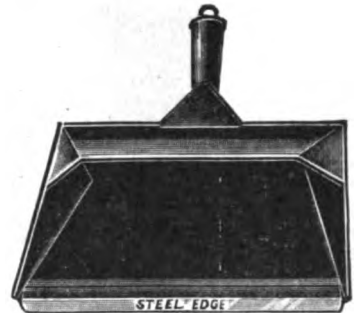
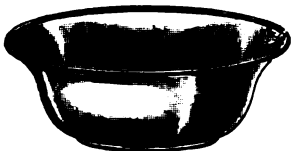
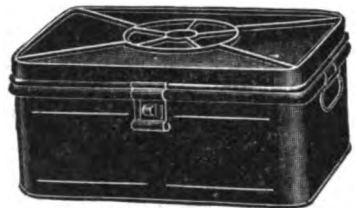
**"Puritan" High Grade
Wares**

Regular Stamped Ware

Pieced Tinware

Japanned Ware

Galvanized Ware



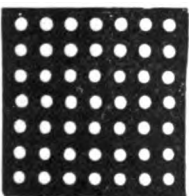
Represented in the State of
California by
BARRETT & BOSS
91 New Montgomery St.,
San Francisco, Cal.

Represented in the States of Wash-
ington, Montana, Idaho, Oregon, Col-
orado and Utah by

FRED A. LEE

1620 Thirteenth Ave., Seattle, Wash.

Represented in the State of Texas by
C. V. MILLARD
San Antonio, Texas



The Central Stamping Company
New York



Please accept our thanks for the business given us during 1918. Our best wishes are yours for 1919.

The Baldwin Refrigerator Co.
Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

U N I V E R S A L

What Sells UNIVERSAL Home Needs?

They are the best in mechanical construction, material and quality. Nearly every home in your community is using with the utmost satisfaction utensils bearing this UNIVERSAL Trade Mark.

Our national advertising in the prominent publications, such as the Saturday Evening Post, Delineator, Woman's Home Companion, Pictorial Review, Literary Digest and many others keep up the interest in UNIVERSAL Bread Makers, Food Choppers, Percolators, Electrical Appliances, Vacuum Bottles, Cutlery, Pocket Knives, etc.

Make our advertising your advertising by following it up with attractive window displays and advertising in your local papers, for which we will furnish electrotypes. This will help exploit the idea that your store is headquarters for UNIVERSAL Home Needs.

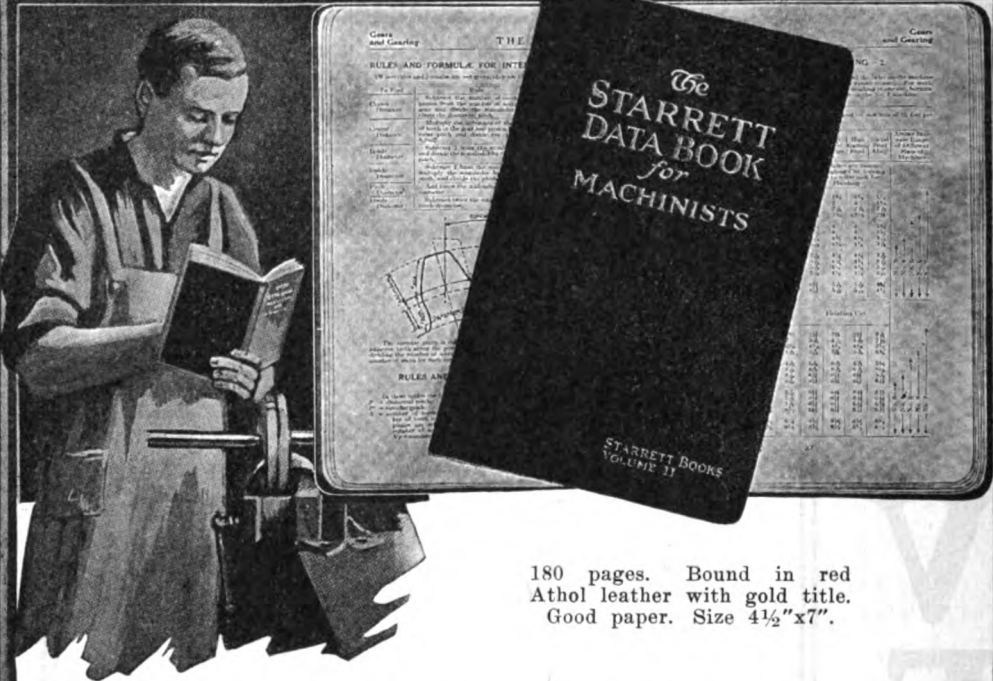
Universal Home Needs are made to meet the Home service requirements of the consumer and the store profit requirements of the Dealer—act today, not tomorrow.

UNIVERSAL

LANDERS • FRARY & CLARK

• NEW BRITAIN • CONNECTICUT •





180 pages. Bound in red Athol leather with gold title. Good paper. Size $4\frac{1}{2}$ "x7".

Just Show Him This Book

When You Show Him Starrett Tools

A book of exceptional value to the practical machinist. Sequel to the well-known "Starrett Book for Machinists' Apprentices" now in its fourth edition. It contains technical data, tables relating to machine speeds, power transmission, drilling, turning and milling, materials, etc.


Edited by men prominent in the machinery field—men who know exactly what the practical machinist needs.

Sell your customers this book, retail price 50 cents. It will help sell them more of the high-quality Starrett Tools. If you haven't stocked, write us immediately Department BF.

THE L. S. STARRETT COMPANY
 The World's Greatest Toolmakers
 Mfrs. of Hack Saws Unexcelled
 Athol, Mass.

New York London Chicago

42-893



Mr. H. Dealer:

I was born through necessity because more time had to be saved, more hard labor reduced.

I can burrow into the ground faster than a mole, better than a spade, easier than a post hole digger.

I am an incentive to do more and better fencing because my rapidity and the ease with which I accomplish my work transforms one of the hardest parts of fence building, the hole digging, into the easiest part of the job.

For the amount of hard back-breaking work I save the farmer, and my helpfulness in getting his work done quickly because of my strength, large cutting surface and capacity, no farmer that values his strength and time can afford to be without me.

My capacity for eating dirt is enormous. In ordinary soil it takes only three full turns to fill me. I get full only five times in making a two and a half foot hole.

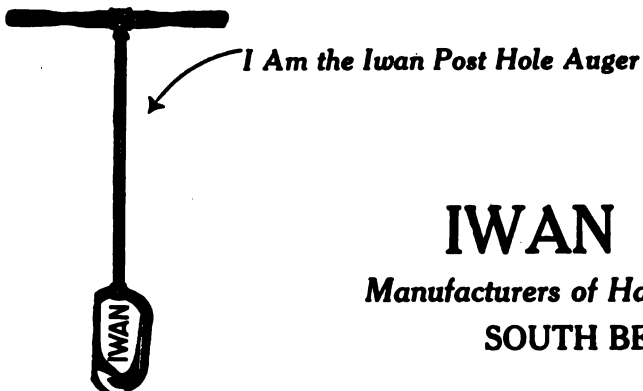
No one gets tired of me, but I do bore the earth.

There are eleven sizes of us, 3, 4, 5, 6, 7, 8, 9, 10, 12, 14 and 16 inches. My baby brother is only three inches thick, but he goes around testing the soil, prospecting for clays, phosphate and gravel, burrowing under stumps for blasting, frequently going deep into the earth to find water. My size is usually eight inches, and my steadiest job is making post holes for farmers. My big brothers prefer to work for telephone and other electric service companies. Thousands of us went to France.

I have found that the hardware dealers who ask me to stay with them a little while before I get a permanent home always have the best goods in their stores, and the most people come to buy there. Many farmers who have read in their farm papers about what I can do come to their stores and ask for me.

When a farmer takes me home with him I pay him back in a day or two what I cost him, and am a great saving to him ever after.

I wish you would let me come to your store and help you make a living. Every farmer who sees me wants me to stay on his farm and help him, but I must visit you first if he is to call for me. Here's my picture.



IWAN BROS.

Manufacturers of Hardware Specialties
SOUTH BEND, IND.



ONE Dealer to a Town and That One SUPPORTED

Years ago we believed that by placing the Kyanize line with **one live dealer** in each locality—getting behind him and pushing, protecting him always—we would build up a profitable Kyanize business for him and ourselves.

Our belief was well founded—it has been tested and proved absolutely correct. Ask **any** Kyanize Dealer **anywhere**.

Kyanize
KY-AN-IZE
Products

are the highest quality varnishes and enamels it is possible to produce. Satisfaction to the consumer is unqualifiedly guaranteed or "money back for the empty can."

Backed by the strongest advertising campaign in the industry for **exclusive agents**, the Kyanize proposition gives to **one dealer in each locality** real sales-plans that bring new customers and a national magazine advertising campaign that covers the whole country in a dominant way.

You can't afford to overlook Kyanize—write us today for our **exclusive agency proposition**—if there is no dealer in your town.

Boston Varnish
Company
KY-AN-IZE

Fine Varnishes and Enamel

Chicago
Warehouse and Office
519 W. Twelfth St.

Everett Station
Boston, U. S. A.

San Francisco
Warehouse and Office
269 Eighth Street



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1919 by the HARDWARE WORLD. All rights reserved)

Volume XIV

FEBRUARY :: 1919

Number 2

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

	Page
Influence of Traveling Salesmen.....	78
Enthusiasm a Big Factor in Success.....	78
Cheating Coming Generations.....	79
Advantages of Use of Trade Acceptances to Retailers and Buyers Generally	81
America's Super-Man—Roosevelt—One of the World's Greatest Statesmen	82
Getting the Juvenile Trade.....	84
Market Conditions Pertaining to Cutlery and Household Specialties.....	86
Important Boycott Decision.....	88
Publicity for the Bicycle.....	90
Should the Buyer of a Business Pay for Good Will.....	93
Publicity Methods of Western Canadian Hardware Men.....	94
Auto Accessories	96-127
Facts About Sponges.....	100
S. S. S. P. D. Q.—Goodell.....	104
Missouri Hardware Merchants' Most Progressive Advertising Manager— Miss Mabel Hennessey.....	106
Tire Dealers' Part in After-War Prosperity.....	108
Side Lines That Are Not Side Lines.....	118
Business Opportunities	135
Monkeying With the Inevitable.....	136
Patriotic Manufacturer—Lieutenant H. H. Clemmens.....	140
Building a New World.....	144
Retail Selling Prices.....	153-169

INFLUENCE OF TRAVELING SALESMEN

It is remarkable what an influence the traveling salesman has on the mental attitude or business thought of the country. The average merchant is consciously or unconsciously affected in his buying policy by the impression he gets from salesmen whom he meets.

The greatest factor for trade disturbance and the factor which alone makes the trade situation uncertain is the human disposition to stampede as the result of sentiment and this disposition can only be effectually anticipated and prevented by a wide-spread understanding of the situation by the trade itself and a general willingness on its part to comply with the plain requirements of the situation.

Help Create the Right Ideas

Do not take the "croakers" too seriously. Here is an illustration of how rumors get started: Last week a traveler for a wholesale hardware firm visited a leading merchant in a western town. The merchant is strong financially, has abundant faith in the future of his business. He has a good stock and has booked well ahead for Spring deliveries. His business during the past year has been the best in its history. He is somewhat of a joker, although travelers usually take him seriously. Here is the dialogue which took place in his store:

(Enter wholesale traveler)

Merchant: "Don't think I need anything this trip, prices are going to be shot to pieces now, and I am not going to be caught with high-priced goods in stock."

Traveler: "Well, to tell the truth, I don't blame you."

Merchant: "Aha! You feel that way do you? Well, now I won't buy, because when you fellows admit that things are going to the dogs, then I am going to play safe."

(Exit traveler.)

The foregoing is an actual occurrence related laughingly by the merchant to the editor. "I would like to see the report made to the house by that traveler," he said.

The merchant is not going to quit buying. He feels sure business is going to be good, and he knows of several buildings which are to be erected in his town in the near future.

The point is, that at a time, like this, even jokes may be misconstrued, and the remarks innocently made, may cause great misapprehension.

Careless Remarks Cause Damage

Careless remarks by men in the trade may cause great damage. Travelers, above all, should not get cold feet, look the facts in the face, and discuss the proposition on its merits. The situation only needs cooperation of the traveler.

This is a time for some of our "too conservative" travelers to come out of their shell

and take their part in abating alarm, which is uncalled for and liable to do damage to all branches of the trade.

ENTHUSIASM A BIG FACTOR IN SUCCESS

J. Ogden Armour says: "Enthusiasm is the dynamics of your personality. Without it, whatever abilities you may possess lie dormant; and it is safe to say that nearly every man has more latent power than he ever learns to use. You may have knowledge, sound judgment, good reasoning faculties; but no one—not even yourself—will know it until you discover how to put your heart into thought and action.

"A wonderful thing is this quality which we call enthusiasm. It is too often underrated as so much surplus and useless display of feeling, lacking in real substantiality. This is an enormous mistake. You can't go wrong in applying all the genuine enthusiasm that you can stir up within you; for it is the power that moves the world.

"There is nothing comparable to it, in the things which it can accomplish.

"We can cut through the hardest rock with a diamond drill and melt steel rails with a flame. We can tunnel through mountains and make our way through any sort of physical obstruction. We can checkmate and divert the very laws of nature by our science.

"But there is no power in the world that can cut through another man's mental opposition except persuasion. And persuasion is reason plus enthusiasm, with the emphasis on enthusiasm.

"Enthusiasm is the art of high persuasion.

"And did you ever stop to think that your progress is commensurate with your ability to move the minds of other people? If you are a salesman this is pre-eminently so. Even if you are a clerk, it is the zest which you put into your work that enkindles an appreciation in the mind of the employer.

"You have a good idea—don't think that other people will recognize it at once. Columbus had a good idea, but he didn't get "across" with it without much of this high persuasion.

"If you would like to be a power among men, cultivate enthusiasm. People will like you better for it; you will escape the dull routine of a mechanical existence and you will make headway into your work, and not only will you find it pleasanter every hour of the day, but people will believe in you just as they believe in electricity when they get into touch with a dynamo.

"And remember this: There is no secret about the 'gift' of enthusiasm. It is the sure reward of deep, honest thought and hard, persistent labor."

Eternal aggressiveness is the price of continued prestige.

CHEATING COMING GENERATIONS

"This country over here is a fine one to visit, but it is so far behind our's in every other respect that I am going to be always satisfied with the United States hereafter."

The above is the closing paragraph from a letter from a man who enlisted shortly after the war started and who has been on the other side about a year.

Little does he know what a strong effort is being made by the Socialist politicians in this country to "Europeanize" and "paternalize" this nation in his absence.

This man has seen the lack of initiative in the common people in countries where the government controls the great utilities such as the transportation, telephone and telegraph systems, as well as many other lines of industry.

He has been in a country where the "common people" never heard of such things as telephones and electric lights in their own homes. These conveniences were for the rich and "official class" only. The government controlled the supply and there was no competition and so why furnish cheap phones and juice to the "people."

This is simply an illustration of the system.

This man expects to come home to a country such as he left, where the private individual was at liberty to develop and grow and build up a business under the protection of a constitution guaranteeing him these rights.

Shall We Pattern After Socialistic European Countries?

He doesn't expect to come home and find his country "Europeanized" and "paternalized" so that the door is forever closed to him as a private citizen to enter the field of railroad-ing, the telephone, telegraph, or cable business, the maritime industry as a private owner of ships and numerous other lines.

This man, the same as thousands of other Americans, would never be satisfied to be a mere cipher all his life and draw pay as a government clerk, with no chance of advancement, or hold down a soft berth on a ship with a soft bed and good meals as so alluringly pictured by Mr. Hurley in his program of complete government operation of the entire American merchant marine.

This man doesn't want to be petted and pampered and made a mere ward of the government.

He wants an American's chance to build and develop along lines of individual initiative under the protection of the American flag.

This man little realizes that while he has been away from home fighting for democracy in foreign lands, an organized movement has been started in his own country to control the opportunities which have heretofore been the birthright of every American.

Men like this American saved the world from German autocracy and he fought because he believed in the freedom of the individual.

Is he to come home to a country honey-combed with Socialism and ready to establish an official aristocracy to control virtually every move of an American citizen?

He has seen this system in operation in foreign lands and he is longing for the day when he can get back to the good old U. S. A. as he knew it before the war.

Whether you be laboring man or capitalist, this is your country and it is going to be up to you to decide whether you stay with American traditions and principles or step backward one hundred years and switch to a system which brought about a world war.

Let the people think.—The Manufacturer.

ARE YOU IN TUNE?

A fiddle—the finest Stradivarius—is only a sounding board and four strings, unless it's in tune.

And a man, is nothing but a combination of flesh and bones, unless he's in tune.

In tune with his job, with his organization, with his boss, with his self and with life.

Are you the manager of a whooping big industry and would you be a better manager and a bigger man? Then get in tune! Get in tune with your department heads and their assistants and the office boys and every man in your organization.

You may sit in a mahogany, Eastern-rug office and have four secretaries to guard you from the hoi polloi.

You may think that your present position is absolutely secure, behind those closely guarded doors; it is—if you keep in tune!

Are you a sales manager, a salesman, or an advertising man, a clerk or an office boy? And would you be in a better, bigger position? Would you grow and develop until you crowd your present job like the grown kiddie crowds the cradle?

Then get in tune with your job, with the organization of which you are a living breathing part—with yourself and with life.

Look up, not down. Look forward, not backward. Love all and hate none.

You are a living part of the great law that governs the rising and the setting of the sun; that makes the flowers bloom in the Spring and fade in the Fall. Stretch your arms up to the blue sky above. Take a long deep breath and say: "I will."

Most of our failures are due to neglect of very simple principles. We persist in the desire to get something for nothing, to make progress without paying in effort.

EACH MUST "CARRY IT THROUGH"

In the old days every business was a one-man business. One man unlocked in the morning, swept out the store, sold the goods, collected the badger skins and locked up at night.

As soon as it became necessary for one man partly to direct operations through the use of another man, at that moment was modern business started on its way. On that memorable day, when one man saw visions and made plans for a business he could not handle himself and found it necessary to enlarge the personnel of his establishment, on that day was the first step taken in organization which has transformed all conditions of production and distribution.

Today, as a growth from that early beginning, there are business organizations so large and complicated that no one man can hope to know all about them. Some of them embrace many industries and cover the world with their activities.

This development has not changed the requirements for the individual man. It is still necessary for everyone to carry through. Every member of a great organization has as much responsibility for a certain line of work as the old-fashioned man had for his. Each one in the present day is the practical head of a little business—little by comparison with the whole, but tremendously large as judged by the old standards. And each man must be responsible for his part.

If each man cannot assume responsibility for his part and carry it through without being watched and urged along and corrected, he is a failure. The stenographer who cannot assume responsibility for the correctness and accuracy of her work is a failure as a stenographer.

The office boy who can be depended on to carry through whatever falls to him without the necessity of someone else remembering to go over it later and check it up is a successful member of an organization.

The manager who can't be trusted to carry through to a successful conclusion whatever is assigned to his department is not a success as a member of an organization and would not have been a success in the old days of one-man business.

The managers and heads of great businesses will tell you the most important thing about a man is that it be possible to assign a thing to him and forget about it, confident that he will carry it through successfully and with all promptness.

WHAT THE BOSS SAID

Clerk—My salary is not what I should be getting.

The Boss—I know that; but how on earth could you pay your way if I paid you what you are worth?

COURAGE OF THE "RAIL SPLITTER" NEEDED NOW

Right now we need the spirit of Lincoln when it came to dealing with the steel monitor.

Early in the war of the secession, Ericsson, a Swede, in New York invented a monitor and needed a government appropriation to build it. G. B. Fox, Assistant Secretary of the Navy, said the heavy armor would sink such vessels. "But," answered President Lincoln, "is not that a sum in arithmetic? On our Western rivers we figure just how many tons will sink a flat-boat. Can't your clerks do the same for an armored vessel?"

But that was too absurd. Why was it necessary when all rule-of-thumb experience was against such an idea—for there are rule-of-thumb scientists as well as business men?

Congress passed a special appropriation for the purpose, but the naval board, consisting of a commodore and an admiral, condemned the monitor. Ericsson went to Washington and argued the question in the President's presence with this board of naval officers. Again the board ruled adversely. Lincoln overruled the board and told Ericsson to go ahead. The result was the "Monitor," and the subsequent triumph over the "Merrimac." The principle of the armored vessel was practically established.

That was an instance in which the common sense of the railsplitter, with the memory of his work on a Western river, overruled the rule-of-thumb "experts," who obeyed only the law of precedent, but had neither common sense nor open-mindedness toward innovation, as a part of their science. Lincoln's common sense could see no essential difference between the boats on the sea and the boats on the river.

Salesmen need to develop a splendid disregard for the whiner that says: "Can't do it. It can't be done."

America's position is strong. She holds the world bonds, large interest charges will be paid, bringing money into the country. She has resources capable of enormous development, and she has a place in the eyes and heart of the world that will stand behind every move she may make in industrial development.

For the present the big task is to be brave, hopeful, and big enough to meet the new situations that can be turned into stepping-stones to bigger and greater things. Pessimism and indifference may turn them into industrial misery.

It's up to you. Meet every situation with a firm resolve to conquer it, and regard every occasion as a great opportunity. Do this and the future has a wonderful development in store for you.

It's useless to be in a hurry unless you can make it contagious.

ADVANTAGES OF THE USE OF TRADE ACCEPTANCES TO RETAILERS AND BUYERS GENERALLY

(By R. H. Treman)

A "trade acceptance" is a time draft, drawn by the seller of merchandise on the buyer for the purchase price of the goods and accepted by the buyer payable on a certain date at a certain place, designated on its face.

The trade acceptance is not a sight draft nor a promissory note and is employed in the purchase and sale of goods.

A trade acceptance is simply an acknowledgment of a debt by the buyer in favor of the seller for merchandise the seller has placed in the hands of the buyer with which to pay this debt.

The buyer agrees to pay on a certain date at his own bank to the seller the amount of this certain indebtedness by writing across the face of the acceptance the word "accepted," the date, the name of his own bank and his signature. This varies from the open book account method only in placing the debt in shape so that it can be sold or negotiated.

In giving a trade acceptance the buyer assumes no obligation until after the seller has relinquished title to the merchandise of equal value to the amount represented by the trade acceptance and the buyer binds himself to do no more than he expressly promised to do when he made the purchase, that is, to pay for the goods when the bill is due. The use of trade acceptances has the following advantages to the buyer:

1. Places the buyer in a class of preferred customers.
2. It checks overbuying.
3. It strengthens the credit standing.
4. It makes it unnecessary for the business man to hypothecate or sell his accounts receivable.
5. It makes it possible readily to convert acceptances into cash.
6. It eliminates the waste resulting from bad debts and slow collections.
7. It places the small man in a position where he can compete with those having large capital.
8. It simplifies bookkeeping and obviates the need of long book accounts and borrowing to enable the retailer to extend long credits to his customers.
9. They assist small business houses to secure the benefit of discount and low rates at banks.
10. The signing of an acceptance increases the financial standing of the giver because it shows prompt paying methods.

As a matter of national defense our credit system should be improved and strengthened in every way possible because of the certainty that the demands upon the United States for the ex-

tension of credit are greater than ever before and will continue to increase. The form of credit most unavailable and rigid is that extended by the retailer to his individual customer, and every retailer can assist, both by accepting the trade acceptances which are sent to him by the one from whom the goods are purchased, and also in securing acceptances where amounts are reasonably large from his own customers, thus securing an agreement from them as to a definite time of payment. This is a way in which every distributor can cooperate in helping the credit situation of the country, and such cooperation is most patriotic.

WAY TO HANDLE A COMPLAINT

Generally speaking, there is no better guide in answering complaints than to follow Abraham Lincoln's method of argument in his cases before the bar. It is said it was Mr. Lincoln's custom always to agree with his opponent at the beginning of a case, gain his confidence and then ingeniously insert his own side of the argument. The same method may be applied to letters.

When it is necessary to make a refund to a customer the first sentence in your letter should carry the simple message that the check is enclosed to cover the cost of the article that did not meet with the approval of the customer. He sees the check immediately upon opening the letter, and his mind is at rest, because the first sentence tells him the reason for the check.

The customer is satisfied—he has his money back, and you can be assured he will read the rest of your letter. Now is your opportunity to incorporate your "selling talk." Suggest to him that you know you can satisfy his wants, and end up your letter by saying there is no need even to cash the enclosed check—just return it in payment for a new selection.

Woe unto the correspondent who fills his letter with a series of arguments justifying his own position and then ends it with the time-worn phrase "herewith find our check." If the recipient of a refund letter does not see a phrase alluding to the check the moment he opens the letter he skims over the balance hastily to the end until he does see the connection, but not before the gist of the letter is lost.

Look on the bright side—and if there is not a bright side—polish the dark one.

WOULDN'T STOP EVEN IF HE SHOULD QUIT BUSINESS

I would not be without the **HARDWARE WORLD** for many times the cost even were I to retire from the business. I would continue my subscription just for the good reading and helpful articles it contains aside from that pertaining to the hardware business.

F. H. TURNER.

America's Superman—Roosevelt—One of the World's Greatest Statesmen

(Contributed by S. M. Thomas)

(Foreword—In the following article, contributed by one who was born in the South and who never voted for Colonel Roosevelt, I trust no one will read into it anything not in the mind of the author, for nothing of a political nature is intended to appear in this publication. It is not intended in any way as a comparison with the present Executive, for the two men are exact opposites and unlike in every respect. Neither is any comparison intended with our only living ex-President, who likewise occupies a unique place in the hearts of every true American. Colonel Roosevelt was a character so unlike any other that it is difficult to even recite his activities or tell of the motives that actuated him, without appearing critical of those who differed from him. This is not intended in any way in this article.)

THE announcement of the passing of Theodore Roosevelt at such a critical time in the history of America and of the world is of more than ordinary interest, for he was indeed a world statesman, and the historian will so recognize him—I say of the “world,” for he was too great a man to be encompassed by America.

No man can deny that not since the days of Abraham Lincoln has there been such a commanding figure in American life—one whose absolute honesty and integrity, whose vision in world affairs, whose patriotism and zeal for the welfare of his country, has been so marked as his.

There is much that business men can learn from Colonel Roosevelt's life. His father was a successful business man, and his son had the opportunity of gratifying every selfish desire, had he been so inclined.

But he did not permit himself to be weakened by the opportunities offered. His first object was to become strong and robust, early realizing that no matter how well intentioned one might be, physical health was the basis of endurance, especially when he was destined, as it later proved, to be pitted against selfish, adroit political schemers and demagogues.

His appointment as Civil Service and Police Commissioner was his first entry into public life. Roosevelt knew no favorites. He wiped out many form of vice, and early won the admiration of the people of New York.

His appointment as Assistant Secretary of the Navy by President McKinley brought him before the country in a national way, and his record in the Spanish-American War added to his reputation as a man who, while doing things himself, likewise sought to give full credit and encourage ability in others.

His achievements as President are too well known to need mentioning.

The One Man Who Correctly Interpreted the European Situation

With the beginning of the European conflict Roosevelt, from the very first, urged that

America should prepare to defend herself in case she should be drawn into it.

His experience with Germany during his administration demonstrated his ability to read character, and one would think that his knowledge of world and political affairs, his insight and vision, never equaled by any man in America, was such as to make his judgment worth considering.

Realizing the inefficiency and apparent indifference that was expressed in an attitude that “thanked God we are not prepared for war,” he hesitated not to bring to the attention of the nation the shortcoming of those in authority. It took courage to do this, for he well knew he would be accused of doing it for partisan reasons.

He never hesitated to say that we were concerned and vitally so “with the causes and objects of the war.” In his own heart he knew he was doing a service for those thousands of parents whose noble sons were to be offered as a sacrifice—a service that no one else was in position to do, and no one had a better right to do, or could do more effectively.

It was a great grief to him that our men were being sent across the sea to be sacrificed—not that he objected to their going—on the contrary, he had repeatedly urged for the two or three preceding years that we should be prepared to take our place alongside of France and England. His views on this subject are well known, but he felt the needless sacrifice of thousands of America's best would be made because they would be sent to their death without being properly trained and equipped, and those whose sons have paid the price now know how true his words were.

He was firm in the belief that if we had begun preparations when the Lusitania was sunk, Germany, coward that he knew her to be, would have hastened to have made peace with the Allies, and America would never have participated in the war, and millions of lives of Americans and our Allies would have been saved. It was another instance of his remarkable world vision.

Country Entitled to Full Information

He had vigorously protested at the country being kept in ignorance, for he knew if the American people were told the truth, if they were given the facts, they could always be depended upon to support the government in any just cause.

He believed that if the reports of the American Consuls and diplomatic representatives in France, Belgium and Germany had been made public, every American would long ago have realized the danger confronting the country, and would have insisted that the necessary preparations be made.

He proffered his services to the government, to be utilized wherever he could serve, but was rejected by the President, notwithstanding he had been authorized by Congress to recruit a company.

The story of his efforts to be permitted to serve at the front is to be found in his published works.

No one can doubt the good intentions and high purposes and ideals of Theodore Roosevelt. He was not always right in his judgment, but he was outright. One didn't have to wait to learn on which side of any question he stood.

With him there was no watchful waiting, no need for any interpretation as to what he might mean when he spoke. He was simple, direct and positive in speech.

As it is true that men are judged by the company they keep, so it is equally true that they can be judged by those who support them politically. Among Roosevelt's supporters are never to be found men advocating Socialism, Bolshevism—men of the Haywood-Debs-Mooney-Berkman-Goldman stripe—convicted criminals never support such a man as he.

Simple in his habits, respected and loved by all as a soldier and statesman, upholder of truth and justice, his name stands for patriotism, sterling integrity, devotion to country. His upholding of liberty and his fearlessness and honesty in the discharge of duty is excelled by no other man living.

His devotion to his family, his upright life and character is a monument to him that will be ineffacable.

With Theodore Roosevelt there was no temporizing with wrong in high places or low, no courting of class or sect in order to secure votes. He was neither awed by power, nor too fastidious to attack small malefactors.

He demonstrated his love of country and liberty by sending his four sons and his son-in-law to the front, he himself not being permitted to go.

One has made the supreme sacrifice, two others have been wounded.

Sought No Safe Places for His Sons

With his influence he could undoubtedly have secured places on the staff of some of our

Generals in France for his sons, a policy that was followed by some men in high places in public life, but such action is unworthy of a man of Roosevelt's type.

His clear vision, his words of advice and counsel will undoubtedly be remembered by the people of America. They should be heeded.

We need Theodore Roosevelt in these days, as we have never needed him before. The wide range of his information, the breadth of his experience, his vision, his knowledge of men, were such that no man living dare lay claim as worthy to assume his mantle.

His prophecies of the last four years have been literally fulfilled. His judgment of men and measures have proven correct. His advice, if followed, all thinking men now recognize, would have saved to the world thousands of precious lives and countless treasure.

In these days of readjustment let us give careful heed to his words that we be not led astray by vapid theories, false reasoning and distorted facts now put forth by those who would make of America a second Russia.

WHICH OF TWO MEN ARE YOU?

In a certain country a great many years ago there were two men who went on a journey.

One of the men walked along the road with his head down. At the end of his journey he complained of the dust, of the mud, of the rocks that had hurt his feet, of the worms and other creeping things that had annoyed him, of the barking dogs, of the ill-smelling swine. The other man traveled the same road, but held his head up. At the end of the journey he told of the blue skies, of the colorful sunsets, of the wonderful trees and more wonderful hills and valleys, of the singing birds, of the clear air he had breathed, of the refreshing rains that had filled the wells and made the flowers grow, of the cheery greetings he had received from fellow wayfarers.

BUSINESS IS BUSINESS

(By Breton Braley)

"Business is business," but men are men.

Loving and working, dreaming,
Toiling with pencil, or spade, or pen,
Roosting, planning, scheming.

"Business is business," but he's a fool

Whose business has grown to smother
His faith in men and the Golden Rule,
His love for a friend and brother.

"Business is business," but life is life;

Though we're all in the game to win it,
Let's rest sometimes from the heat and strife,
And try to be friends a minute.

Let's seek to be comrades now and then,

And slip from our Golden tether;
"Business is business," but men are men,
And we're all good pals together.

Getting the Juvenile Trade

How a Successful Merchant Has Developed a Good Trade Through the Boys of His Town

JUVENILE trade is fickle, and to hold it is hard, indeed. You cannot appeal to children by quality values and such things as you can the grown-ups. Children aim to get as much for their money as they can, and while according them courteous treatment helps, yet they will think nothing of going blocks out of their way if a hardware dealer makes it worth while.

What the hardware retailer wants, then, is a premium, or something corresponding to one, that will send children into his store every time they are sent on a hardware errand.

This vital problem of "to have and to hold" your juvenile customers has been solved by a New York merchant operating several stores. Several years ago he formed the Beta Kappa Beta, a Greek letter fraternity, the membership of which is confined to boys under eighteen. Although girls are not eligible for membership, if a boy's sister evinces an interest in the fraternity she is encouraged, because the girl's good will is worth having.

The boy is not stung for a membership fee nor is he burdened with dues. The extent of his membership and the advantages he obtains from it depends entirely upon his purchases at the store. However, there is the store paper to remind him of his membership every month.

Boys Proud to Wear a Pin

If at the time of his first substantial purchase he expresses a desire to become a member he receives an artistic pin of standard Government bronze. On the pin itself is engraved a Greek runner in low relief. While the pin is intended to serve as an identification mark in the case of further purchases, the real object is to give the boy something which he will be proud to wear. At the same time he is placed on the mailing list of the store paper, in which he sees the photographs of other boys, the prize-winning stories they have contributed, the list of new members (including himself). All of these things spur him with the "glory of print" feeling.

It is a contagious disease among the young, and when there is money and emblems in addition to the publicity itself, no boy with red blood in his veins can ignore such inducements. The result is the boy makes the next two \$2 purchases quicker than he ordinarily would, and if we could be taken to his home just prior to each purchase we would find his parents expressing great astonishment at his sudden willingness to run errands for them, particularly if a visit to the hardware store is involved. He is now a Junior Member, which entitles him to enter the contests arranged for his benefit in the B. K. B. department of the store paper.

Like to Write for Store Paper

Better than all I can say on the subject is the following letter received from a member: "I deem it quite a privilege to be a contributor to the B. K. B. as much as two times, which is my record up to date. Every boy should become one of the Frat who is planning a literary future and write for the paper. I suppose I was just as much surprised to find myself for the second time a prize-winner in the B. K. B. story contest, as the other literary aspirants who have written tales for the B. K. B. I had no little fame from a photograph of mine printed in the same issue as your story. So many people have said: 'That was some story in the B. K. B.'; so I have come to the conclusion that it was the B. K. B., not I, that was distinguished."

Develops Into a Booster for the Store

By this time the boy is a whole-hearted booster for the fraternity and now desires to become a Senior Member. To do this he makes five additional purchases, amounting to \$15, and in return is presented with the Senior Pin, which is of gold and red, white and blue enamel. The boy now becomes familiar with the Greek motto of the fraternity, "Tekmaiei Krem Ekaston," which, translated, is "The Deed Proves the Man." If the boy has taken a pride in wearing the Junior Pin, he will be doubly proud to have the senior badge on his coat lapel, while the inscription it bears will be a constant inspiration to him.

It has been found that some of the parents' pocketbooks have not been equal to the strain of Billy wanting to buy more household articles than they really need or can afford in order to complete the necessary purchases in the quickest possible time. Chiefly to prevent Billy getting impatient and to attract his playmates at the same time, a short-cut plan was devised. Instead of making the necessary five substantial purchases, the Junior B. K. B. is required to bring in five new members for their Junior pins. This short cut plan is also applied to post-graduate B. K. B., a description of which follows:

The next membership stage is the post-graduate and is reached by five more purchases totaling \$10. This entitles the boy to the post-graduate watch fob, which "has a rich golden background against which the senior pin is shown in brilliant red, white and blue enamels with a miniature copy of the Greek runner of the Junior pin in the center."

Keeping Up the Interest

Here the alumni of the fraternity could go no farther. Many such members would either

drop out or become inactive, so it was to encourage these to continue their activities that the logical emblem selected following the fob was a watch. This excellent timepiece has a handsome gunmetal case and is awarded to those new members introducing a new member as well as making five more \$2 purchases of their own.

The various emblems of membership are prized more than ordinary premiums would be. One boy wrote that another offered him a quarter for his watch fob. This is the B. K. B.'s enthusiastic reply: "I said, 'No! It is a beauty. I am going to work for a watch. Although I have a watch, I think that the B. K. B. fob should go with a B. K. B. watch.'" Another boy, now a member, offered a B. K. B. member several of his prized belongings, including several boxes of candy, for the watch fob, but the B. K. B. boy advised him to join the fraternity, so that he could obtain a fob for himself.

Another development of the B. K. B. is the fraternity salute. When one B. K. B. sees another on the street they salute. The B. K. B. salute differs from that of other semi-military organizations in order to prevent confusion. There has been considerable misunderstanding on the part of the members in regard to the proper salute, so those who were not sure they were right were asked to inquire at the store. It was pointed out by the clerks that "boys wearing the fraternity insignia are always pleased to be greeted by other B. K. B.'s, but, of course, the member should wear an emblem at all times to avoid all suggestion of forwardness in saluting. If you have lost your pin, try to get another—generally the Triangle pin may be had for the asking. Boys are reminded that the pins should be worn on the left breast or on the coat lapel. The salute simply consists of raising the right hand to the forehead, palm outward, with the fingers closed, excepting the index finger, which should point upward. The salute should be made very quickly, so as not to be conspicuous to strangers, but recognizable by the B. K. B.'s."

The success of the Beta Kappa Beta Fraternity is due in no small measure to the B. K. B. department, which has been a feature of the store paper since April, 1915. The department has had to be enlarged in order to accommodate the various contributors. On the first page below the title heading of the fraternity are the objects of the B. K. B. Below this are several interesting items regarding the latest developments of the B. K. B. There are always particulars of a new story contest, as per the following from a recent issue:

"PLAYING FAIR"

"The title this month for the story in the prize competition is 'Playing Fair.' This is a subject that ought to prove popular with the boys and suggest to

them some everyday experiences of their own—in schools, in athletics, at home or at play. Paint your villain as black as need be, but give him full credit for any possible good intention, and be sure your hero makes a real struggle to be fair and square. It isn't always so interesting reading if it comes easy with him to be generous.

"Three cash prizes are offered for the best stories received, a first prize of \$3.00, a second of \$2.00 and a third of \$1.00.

"Write on one side of the paper only."

In awarding the prizes the ages of the boys are taken into consideration. Now and then the boys are allowed to choose their own topics, and considering they can explain their individual views, it has not been found necessary to offer cash inducements.

During the Summer months interest lags in the story writing, but at this time a short serial is procured from an aspiring local author. Of the dozens of letters received every month it is only possible to publish a few. But every boy who sends in his picture has it published sooner or later. If he is impatient to see himself in print his name is bound to appear under one of the new membership lists the month following that in which he joins. If he complains why his picture, story or letter has not been published, there is generally a soothing letter in the next mail.

The B. K. B. has far-reaching results. Oftentimes the stories published in the B. K. B. department are read out in school to the class and many B. K. B. members have gotten together and formed baseball, basketball and literary clubs.

The B. K. B. gets the man as well as the boy—the woman as well as the girl—for when they grow up they do not quickly forget the good times the B. K. B. gave them.

A PRESCRIPTION

Stop, look and listen. Reason, reflect, think. Can you recall where worry ever helped you?

Worry kills millions, and makes countless others mourn.

Worry is the biggest barrier to business in all the world.

Worry unfits, robs, steals. Worry wastes your energies, saps your vitality and poisons your mind. It has fired the "failure" fellow to do all manner of fool things—made drug fiends, drunkards, derelicts.

There are three degrees in this Order of Worry—anxiety, work, worry.

Anxiety stimulates to action and bridges about an ambition to work.

Work gets results.

Worry is the tie on the track that wrecks. Worry cannot help, and is sure to hinder.

Worry is often caused by biliousness of the brain.

A prescription that will always work is—hard work.

Market Conditions Pertaining to Cutlery and Household Specialties

Address of Charles F. Smith, Chairman of the Board of Directors of Landers, Frary & Clark, to National Hardware Jobbers' Association.

THE world-wide shortage that exists in many lines of manufacture is particularly pronounced in all kinds of cutlery—table, pocket, scissors, shears, razors, etc., for the reason that for four and a half years the cutlery factories of England, France and Germany were commandeered for war purposes, and that for the last year or more the cutlery facilities of the United States have been largely devoted to war work.

The accumulated stocks have been used up and the shelves of the world are bare of cutlery.

It will be a long time before the cutlery factories of England and France, with many of their workmen killed or maimed, can get back from a war to a peace product and to a production equal in volume to the pre-war period.

It will take even longer to do that in disorganized Germany. It is fair to assume that the product of the European cutlery factories will for some time be taken up by their home market. England will naturally send her first exports of cutlery to her overseas dominions, now more than ever drawn close together by their common efforts and sacrifices in the great war. Germany, when she has cutlery to export will send it to neutral markets as, for example, South America, where she will find it easier to do business than in the United States.

The production of cutlery in this country is barely enough to supply our own needs, even with the considerable additions to plants made since the war began. Under such conditions, and with orders on the books of cutlery makers far greater than usual, any reduction in the prices of these goods seems highly improbable, unless there shall be great reductions in the prices of material and labor. Such reductions we neither expect nor desire. Material is so small a part of the cost of cutlery that it would take a great reduction in the price of material to justify a reduction in the finished product.

As to labor, while it is true that the fantastic prices paid in many instances to war workers must disappear, and are disappearing, it is equally true that for a long time the present general level of wages will probably continue.

With the whole world short of food of all kinds, it is unlikely we shall see the farmers' profits cut, and until there are conditions which bring about lower prices for food, fuel, rents, clothing—the main items in the high cost of living—there is no good reason to expect lower prices for labor, and no justice in asking labor to bear a greater burden.

No Reduction in Prices Probable

Plainly, then, we do not intend to reduce prices on our cutlery products or on our lines of housefurnishing hardware. There may be lines of manufactured goods where abnormal profits have been made and where it is, therefore, possible and wise to reduce the price of the product without reducing wages, but it is unfortunate to give the impression that such a condition is general. That doctrine is far from having a universal application, and does not at all fit the lines we are discussing.

We propose to you a program that backs up our opinion as to prices by a constructive sales proposition. We have greatly shortened all our lines of goods. Not to the too-dramatic limits of the war program, but much less than in pre-war times. We shall issue on January 1 a new service catalog, separate from our general catalog and for the use of jobbers and their salesmen and for general distribution. It will contain only those items chosen from all our lines which experience has shown jobbers can handle with advantage.

Every dollar of our national magazine advertising and all our introductory sales work will be devoted to the sale of the goods in this catalog, which we hope the jobber who represents us will carry complete. Simplifying the matter in this way, we shall make it easier for the jobbers' salesmen to get a larger business and with a better profit because of the smaller investment and more frequent turn-over. As an essential part of this program and to show our confidence in the future we propose to you that during the coming year we shall guarantee the prices of all our products against our own decline for 90 days from date of invoice.

We say to you frankly that the volume of business on your books is such that we do not wish you to load us up with large orders unless shipping dates can be spread through the year. Anxious as we are to give good service, we shall be unable to take the proper care of all our trade unless we are able to distribute our goods evenly where they are really needed to take care of current business.

Cost of Goods Just as Much

The jobber who has a stock of goods on hand and replenishes it by conservative and frequent orders is in these times going to take the least risk and make the most money. It costs you just as much to take the order you are unable to ship as it does the one you do. It costs us just as much for advertising and

introductory sales work for the order you don't ship as for the one that you do.

As partners in a way in the joint enterprise of putting goods into the hands of the consumer, we feel warranted in urging upon you that in these coming months you shall not let your stock of goods get exhausted.

The law of supply and demand, of which we are hearing so much, will in due time and at a long remove, work out its predestined end. I submit to you, however, two considerations—first, that the amount of the supply is overestimated and that the size of the demand is underestimated. Second, that cutting across the law of supply and demand and bound to greatly delay its operation, there is the high purpose of multitudes of men, stirred to their souls' foundations by the great tragedy of the war, to see that somehow for as long a time as is possible a greater share of the prosperity and comfort of this world shall go to the wage-earners. To that high purpose all generous souls must subscribe. Not by sitting back and waiting for lower prices is the world to be helped forward or is the jobber or manufacturer going to make money.

It is time to remember that the world is short of food and of goods; that we are of all nations best adapted to supply that shortage; that there is work for all and at good wages; that we are emerging victorious from the great war with the proud consciousness of unsuspected strength; that the impetus of victory is bound to be reflected in every way in a forward movement of our national life; that, in fine, there is every reason why business men should regard the future with confidence, conservatively manufacturing, buying and selling, adapting themselves to the changing conditions as they come, but always ready to handle the business that is available.

Above the voices of the doubter and the pessimist can be clearly heard the rush of the rising tide of business that in the coming year shall bring fortune to him who has the goods in stock, who chooses rather to make a profit on his sales and run the risk of some decline than to be out of goods and thereby lose his profit because he waits too long to buy at lower prices.

THE SCOTCH OF IT

Thos. D. Honeyman tells this one:

Two old Scotsmen sat by the roadside, talking and puffing away merrily at their pipes.

"There's no muckle pleasure in smokin', Sandy," said Donald.

"Hoo dae ye mak' that oot?" questioned Sandy.

"Weel," said Donald, "ye see, if ye're smokin' yer ain bacca ye're thinkin' o' the awfu' expense, an' if ye're smokin' some ither body's, yer pipe's ramm't sae tight it winna draw."

DON'T SPECULATE, BUT KEEP STOCK UP

Editor HARDWARE WORLD:

As to what would be the best buying and selling policy for merchants to pursue in 1919, as we see it, we are more than ever convinced that conditions are basically sound and that after a short period of readjustment, during which there will be more or less uncertainty; that we will have all the business that the American manufacturers can reasonably take care of, and, in fact, some are bold enough to prophesy that in many lines the demand will be greater than the supply and there will be a tendency to advance prices over the present basis.

Notwithstanding the rosy outlook and the prospect for profitable business for the next few years, we believe it is a part of wisdom for buyers to buy conservatively and to cover their wants for a reasonable period, rather than to speculate and place orders in excess of their reasonably anticipated requirements.

The indicated decline, as reported in the daily press, in steel and iron will cause many buyers of hardware and tools to hesitate in the hope that they will secure lower prices. The slight decline in the tonnage price of steel, etc., and allied products makes such a slight difference in the cost of a manufactured tool that it is not possible for the manufacturer to make it in the terms of additional discounts or concessions in prices. Furthermore, most manufacturers have material on hand covering their requirements for a period of from three to six months and in many cases for a longer time, as they have been compelled to anticipate their normal demands months in advance of the actual use of the material, in order to have material when they really needed it.

We believe this is the time for the aggressive buyer to keep his stock in normal condition and in this way be prepared to take care of his customers' requirements promptly and anticipate his reasonable requirements in sufficient time in advance to make sure that he will have his stock when he needs it, and at the same time not be speculating.

Yours very truly,
AMERICAN GRINDER MFG. CO.
L. E. Bertane, Sec'y.

DON'T TALK ANTI-SUFFRAGE UNTIL YOU CAN

Your wife prepares three times 365 meals a year. 1095 combinations of the same old things—and she makes you like them.

Her raw materials don't change any more than does your stock of goods, and Hoover isn't helping her much at that.

Can you work out 1095 ways to use your stock and make your customers like them?

Don't talk anti-suffrage until you can.

IMPORTANT BOYCOTT DECISION WHICH AFFECTS EVERY MANUFACTURER, JOBBER AND RETAILER

(Copyright by Elton J. Buckley)

A United States Court has decided that the Clayton Anti-Trust Act, which was passed in 1914, legalized a secondary boycott, which before the passage of that act was illegal. This may sound like an uninteresting and unimportant statement to many of those who read this article, but it is highly important to everyone who sells goods, whether as manufacturers, jobber or retailer. The case in which this decision was made was brought by the Duplex Printing Press Co. against the International Association of Machinists.

Before I explain why this decision is so general in its application, let me state what a secondary boycott is. There are two kinds of boycott—the primary, which is legal, and the secondary, which before this decision, was illegal. A primary boycott occurs where the employees of a concern making the Manhattan shirt, for example, go on strike.

If they henceforth refuse to wear the Manhattan shirt, and persuade their friends to do the same, that is a primary boycott, and nobody can object to it. But suppose the workmen go further. Let us say that they go to a men's furnishing dealer who sells Manhattan shirts, and say to him: "If you continue to sell Manhattan shirts we will not let organized labor buy anything of you." That is a secondary boycott, and the courts have always pronounced it illegal and have granted injunctions against it.

Now that it is pronounced legal, there is hardly a dealer in any line, small or large, who is not open to attack by members of a labor union, either for supplying some boycotted person with supplies, or for supplying supplies to the employee of a boycotted person, or for handling the products of some boycotted person.

The employees of a meat packer strike and leave. Their places are taken by non-union men who buy groceries of John Smith. John Smith has no more interest in the strike than Christopher Columbus, yet under this decision the striking unionists can go to him and say, "Don't sell goods to any non-union workman, or we will boycott you ourselves and compel all other union workmen to boycott you."

It is a most important and far-reaching decision.

In the printing press case, the Duplex concern wanted to maintain an open shop—that is, employ anybody it wanted to, union or non-union. The union made up its mind no non-union men should be employed and in an effort to prevent that it did things which were the subject of an application for injunction. It went to customers of the Duplex Co. and told them that if they bought Duplex presses, a

strike would be called of their own employees. Teamsters who would have hauled Duplex presses were ordered not to haul, on penalty of having boycotts declared against them; machinists who would have set up the Duplex presses in the plants of buyers, were ordered to do no work on them. A machinery exhibition in which the Duplex Co. had arranged to display, was ordered not to permit this under penalty of a boycott against itself. Two mechanics who insisted on working on a Duplex press after being ordered not to by their labor leader, were knocked senseless on their way home. Workmen in other lines at work on a building in which a Duplex press was to be installed, were to be called out on strike in case work on the Duplex press continued. Most of the above is now declared legal, though in the language of one judge, who dissented, it makes a "commercial leper" of the product which is the victim of the boycott.

It is under Section 20 of the Clayton Act that this sort of a secondary boycott is decided to be legal:

Section 20. And no such restraining order or injunction shall prohibit any person or persons, whether singly or in concert, from terminating any relation of employment, or from ceasing to perform any work or labor, or from recommending, advising or persuading others by peaceful means so to do; or from attending at any place where any such person or persons may lawfully be, for the purpose of peacefully obtaining or communicating information, or from peacefully persuading any person to work or to abstain from working; or from ceasing to patronize or to employ any party to such dispute, or from recommending, advising or persuading others by peaceful and lawful means so to do; or from paying or giving to, or withholding from, any person engaged in such dispute, any strike benefits or other moneys or things of value or from peaceably assembling in a lawful manner, and for lawful purposes; or from doing any act or things which might lawfully be done in the absence of such dispute by any party thereto; nor shall any of the acts specified in this paragraph be considered or held to be violations of any law of the United States.

The theory on which secondary boycotts have always been declared illegal before was that while it was perfectly legal to withdraw your own patronage from a man, or a store, or a product, and to persuade other people to do it also, it was illegal to bring to bear on others who had no interest in the fight, such pressure as would compel them, against their will, to start a boycott of their own against a man, or a store, or a product against which they had no grievance.

The majority of the judges who heard the Duplex case decided that:

We consider it plain that the designed, announced and widely known purpose of Section 20 was to legalize the secondary boycott, at least in so far as it rests on, or consists of, refusing to work for any one who deals with the principal offender. We are earnestly told that this rule gives to the workman the choice of being a pariah or a guild slave, and to the employer a doubtful escape from bankruptcy by the path of commercial servitude. If this be true (and the writer is not dis-

posed to question it) the result is imposed by Act of Congress.

The court clearly recognizes the dangerous lengths to which its decision may lead, but takes the position that the repeal or amendment of the law is the only remedy.

In view of the present uncertain and uneasy condition of organized labor, the great probability of labor troubles before conditions settle, and the extent to which organized labor ramifications touch every department of commerce, from the large manufacturer to the small retail store, I consider this article highly timely and important.

MERCHANT'S BUYING POLICY FOR 1919 (By Calpaco)

To do business merchants must have the goods to sell. Therefore, it will be necessary in 1919 to carry stock to take care of the business offered.

The stock should be, as at any time, with high ruling prices, as small as one can carry and do the volume of business that is yours.

In order to give the proper service, and delivery, not only in holding your business, but in extending it, stock must be carried.

Prices are still on the war level, but it is reasonable to suppose that as the world adjusts itself to the new conditions the prices will slowly fall backward, although we do not believe they will ever become as low as they were before.

Merchants should exercise care and precaution in placing orders on long dating simply because long terms are used as special inducements.

Goods bought in December and January on March, April and May datings may be exceedingly expensive from a cost viewpoint, by the time the bills are due. No protection is given to buyers on datings against decline in price. The goods are priced on production costs at the time of sale. Four to six months later the production costs are likely to drop and the dealer finds himself over-stocked with goods purchased at the high prices.

Long datings are conducive to over-stocking; to the selection of goods that become unmarketable and to the reduction of the dealer's profits.

The safest course would be to keep sufficient stock by frequent buying and eliminating all chance of speculation as to what the future markets will be.

There is no place for speculation in conservation and safe merchandising.

We believe the dealer should be conservative in his buying; carry a good stock of "Ready Seller" and carry a very small stock of the "Slow Seller."

The volume of business should increase, due to removal of building restrictions.

MAN WHO HAS GOODS DOES BUSINESS

Editor **HARDWARE WORLD**:

We think the best buying and selling policy for merchants to pursue in 1919 is the same as they would pursue at any other time. In other words, go ahead and do business. The man who has the goods gets the orders and he who does not have them loses.

There was considerable doubt in the minds of a good many buyers immediately after the armistice was signed as to how prices would go. For that reason a good many of them have held off for a while, but they are beginning to see now that prices cannot go down very much, if any at all, especially on commodities made out of iron and steel, unless there is a big reduction in wages, as the latter consists of about 60% of the cost.

Furthermore, there will continue to be a tremendous demand for goods of all kinds throughout this country during 1919, to say nothing of the export demand, all of which will have a tendency to hold the market firm.

With the compliments of the season, we remain,

Yours truly,
E. O. ATKINS & CO., Inc.
N. A. Gladding, Vice-Pres.

DON'T LOSE TOUCH WITH YOUR OLD CUSTOMERS

It is important that merchants should be on the lookout for new customers, and should use every effort to increase their clientele, but it is equally important they should not lose touch with their old customers.

Everyone likes to be given some attention, to be told that their business is appreciated.

Here is a letter I received from a very successful merchant recently, when he found I had overlooked purchasing anything within a period of thirty to sixty days:

Dear Sir: To customers like yourself, with whom our business transactions have been exceedingly satisfactory, it is a pleasure to anticipate a continuance of these happy relations, and we want you to know that a page is still reserved for you in our ledger.

Our assortment of merchandise is more complete, and our service, we believe, is much improved.

May we suggest that early shopping has a decided advantage?

The writer is personally interested in your response, and wants you to know that we appreciate your business. We should like to have you call at your convenience with any suggestions that will aid in bettering our service.

Permit us to extend the season's greetings.

Respectfully yours,

CAN'T AFFORD TO BE WITHOUT IT.

Anyone in the hardware business can't afford to be without the "Hardware World," which is the most meritorious publication I ever saw.

W. J. DEAN.

Publicity for the Bicycle

Methods to Use in Making Sales

IT will be several months (in some localities, at least) ere the roads will be in a condition to make cycling a pleasure, but it is none too early for the up-to-date hardware dealer to advertise his line of bicycles and accessories for same—on the theory of the early bird and the worm. The bicycle is going to be more popular than ever this year, and it is up to the dealer to increase this popularity by boosting the bike for all it is worth a little in advance of the period for its use.

A far better way than telling the delights of bicycling, is to show them. A bicycle in the window will attract little attention, but put a figure astride that wheel, and all who see it are imbued with a desire to likewise bestride a bicycle.

The Jones Co., Los Angeles, recently had a display that brought the delights of cycling vividly to mind. Around the rear of the window, about a foot from the wall, extended a white picket fence, overgrown with blossoming morning glory vines. Back of this was a sandy path, on which were two bicycles, one ridden by a youth, the other by a maiden.

These figures were life size cut-outs, supplied by one of the bicycle manufacturers. In the middle of the window was a flower bed, in which were planted growing geraniums and candytuft, surrounded with a gravel path. Near the bed was a rubber-tired velocipede. Down in front, raised to an angle of 45 degrees, were a couple of bicycle tires, which served as a frame for two circular cards, gaily lettered:

"Springtime has been here for hundreds of years.
Where's your BICYCLE?"

and

"There are 1100 miles of beautiful boulevards in
Los Angeles County—Ride your BICYCLE."

Realizing that anything in motion always attracts attention, they fitted up their other window with two horizontal bars, which swung back and forth, and to these bars were attached a number of bicycle tires, with a card stating the price of each. Back of the tires was a simulated brick wall, made of red cardboard, with painted white lines, overgrown with climbing roses made from crepe paper. Upon the ledge which extended across the top of the wall were bicycle lamps, seats, flash lights, springs, oil cans, wrenches and complete bicycle tool kits.

Only a few of the largest cities can have a bicycle show, but every dealer can have a little show of his own, and if it is properly advertised it will result in making his store known as THE

bicycle emporium of the town. A show of this kind will not only draw attention to the particular brand of wheel for which he is agent, but likewise to his line of bicycle accessories.

Another Successful Method

Such a show was recently staged by the hardware and sporting goods department of Hamburgers, Los Angeles, Cal. Down the main aisle of the department extended a double row of booths, with white pergola roofs, wreathed with climbing crimson roses (artificial, of course). Each booth featured some particular specialty—lubricants, tool kits, sponges, chamois cloths, pennants, tires, head lights, flash lights, speedometers, etc., as well as caps, goggles, puttees, sweaters and gauntlets. Several manufacturers of specialties sent special demonstrators to take charge of the exhibits of their particular merchandise—well informed young men, who knew all the good points of the articles and assisted materially in the sales. A young man energetically sounding a siren called the attention of all visitors to horns and bicycle bells. At the entrance, on a flower-decked platform, was a bicycle kept in motion by a motor attachment. Near it was a box with a slit in the top, and tacked to the box was a card:

HOW MANY MILES DOES THE WHEEL TRAVEL IN AN EIGHT-HOUR DAY?

Record your guess. It costs you nothing. This fine bicycle lamp given to the person making the most accurate estimate.

Little cards, with lines for recording the name, address and estimates were provided, and these addresses, when collected and tabulated formed a very valuable list for circularizing when the firm had any specialty on which they wished to work up a trade. Needless to say that the lamp to be given as a prize was also on display.

The show was extensively advertised in the local papers and those of neighboring towns, and brought many visitors, who naturally had a chance to observe all of the store lines, as well as those pertaining to wheel, with the result that the sales of fishing tackle, hunting supplies, tools, nails, dishes, etc., were also increased.

Special attention was paid to the boys of the grammar and high school, a list of names being procured and cards sent to each one, inviting him to come to the show and suggesting the desirability of owning a wheel, not only in saving carfare, but also in giving him fresh

air and exercise which he could not get in a crowded trolley. They secured the hearty co-operation of all the boys and girls by this offer of a bicycle to the one who turned in the largest list of names of people to whom wheels were afterwards sold. The list turned in gave the firm a splendid field in which to work, as practically all of the names were those of people who had at least partially made up their minds to purchase a wheel. There was little dead wood to be weeded out, since there was no object in padding the list, the prize being awarded, not for the largest number of names, but to the list from which the largest number of sales was made up to May 1. In case of duplication of names, the credit was given to the boy or girl who first handed it in. The youngsters themselves assisted enthusiastically in the sales, knowing their success depended upon the same, and everyone on their list was besieged in season and out, to go in and look at the wheels and, most important of all, to buy.

This advance publicity is the kind that pays, and the merchant who has carefully prepared the public by calling attention to the merits of his wheels during the early Spring will reap his reward when the roads and weather become such as to make bicycling a pleasure.

VICE-PRESIDENT CAMPBELL CONDUCTS BUSINESS ON CASH BASIS

Editor **HARDWARE WORLD**:

We have just closed one of the best year's business we have ever had. As to the future, that all depends, as this is a farming community, and we have to wait for crop development.

We have the largest wheat acreage ever sown and with the fixed price and a good crop we should have even a better year in 1919.

August 1 of last year we went upon a cash basis and wish to add that we are more than pleased with the results. We know the hardware business can be run on a cash basis successfully.

Yours very truly,

Bowling Green, Mo. J. M. CAMPBELL.

HARDWARE AND FOLKS

(Copyrighted)

If you would see your trade expand,
Two things of clerks you must demand
They must know hardware, A to Z,
And also folks, it seems to me.

They may know how each thing is made,
Yet never seem to draw the trade;
One-sided clerks!—'tis too much bother
To study folks, and know the other.

You may have ev'ry kind of tool,
From harvester to two-foot rule;
And yet, somehow, folks will not flock,
And elbow, just to buy your stock.

Your clerks must human nature know;
Must have a little friendly glow;
Must smile! be magnets! be first aid
To folks who come to you to trade.

"NO LOSS WITHOUT SOME GAIN"

"He mistakes the knife of the surgeon for the blade of the assassin."

All business legislation is not necessarily wise, for sometimes it is proposed by those who have but superficial knowledge of the businesses they would restrict, and so work hardship in place of benefit. Then, too, legislative reforms are often drastic in their nature, and the first swing of the pendulum is too far the other way, time being required to bring it back to the perpendicular of the square deal.

At one time, business was inclined to look upon government interference as unwarranted, burdensome and detrimental. But the war has taught us to appreciate the new spirit of cooperation.

During the nineteen months the American people were engaged in the struggle, there was scarcely an industry which was not controlled directly or indirectly. War service committees made up of outstanding men who stood for the best in their particular line, were called into conference, and the result was that many orders went forth which gave a good many people something in the nature of a jolt to begin with.

Now that peace has come to us and many of the restrictions are being removed, we are ready to acknowledge that the surgeon's knife has been helpful, and that the best and broadest interests of our affairs were conserved rather than menaced.

Business men learned the advantages of standardization. We have no need for fifty-seven varieties of pink paint or for endless duplication with inconsequential variations of supplies, parts and preparations. Business men were forced to tie up too much capital in carrying all these things for customers.

When war-time conditions made the long-time granting of credits impossible, it seemed as though business had received a blow, but, bless you! it was the best thing that ever happened, for if a man has to pay his bills promptly he will buy more carefully, he will plan to take his discounts, and having learned the advantages of discounts, will look with favor upon trade acceptances.

And when he has laid the foundation of sound business, according to after-the-war financial principles, he will be ready to take part in the unprecedented era of prosperity which stretches ahead of American business now.

RENEW BECAUSE SO GOOD.

Enclosed find our renewal of subscription for three years. When we first subscribed for the "Hardware World" it was because it was so reasonable in price, and we are now renewing our subscription because it is so good, and because we consider it the best paper on hardware subjects that is published.

TINTIC MERCANTILE CO.

HARDWARE AND HOUSEFURNISHING LINES IN RHYME

(As many merchants vary their advertising from time to time, Reeg, the Rhymer, is in position to furnish merchants rhymes to suit the season, for varied hardware lines. He is a successful hardware merchant himself, and letters addressed care of the **HARDWARE WORLD** will be forwarded to him.)

**A List in Rhyme of a Hardware Line—
A Dealer's List That's Up to the Times—
A Stock That's Full Makes Many Rhymes.**

Come and see us when you can,
Just to buy a Pot or Pan,
Or our Nickel Percolators,
Or a knife to peel potatoes.

Hooks and Pulleys, Line and Rope,
Gorham's Silver Polish Soap;
Also Clothes Pins for the line
And a Clothes-horse made of pine.

We have the goods that you can see—
Cans for coffee, flour or tea;
Freezers that will make ice cream,
Heaters when you have no steam;

Pointed Picks and Pans for ice
And our Butter Churns are nice.
Oils for polishing, buy De Voe
Standard Dressing, called S. O.

Paints in forty different shades;
Rakes and Hoes and Garden Spades.
Pot Cloths, called the Mystic Mit;
Window Locks that make a hit.

Baskets, Coal Hods, Pokers many,
Shovels, if you haven't any.
Dish Pans, Kettles, large and small,
Pots for coffee, short and tall.

Kitchen Goods in gray and white;
Mantles that will give you light.
Kerosene and Turpentine,
White Enamel, Glue and Lime.

Curtain Poles in brass and wood;
Fixtures, too, that's understood.
Now we have a good Food Chopper,
Or a ten-cent Popcorn Popper.

And again you could invest
In a Mop that we suggest,
And we sell the Dust Cloths, too—
Keeps the dust away from you.

Fourteen, 12 and 10-quart Pails,
Also every size in Nails.
Bread and Cake Pans, any price;
Jars for oatmeal, salt and rice.

Fixtures for the bathroom many,
Lamp Wicks, selling for a penny.
Penknives, Scissors, Spoons and Forks,
Caps for jars and bottle corks.

Cans for garbage, ashes, beer,
Anything you may find here.
Varnish Stains in oak for floors,
Walnut, Cherry, for the doors.

Beaters for your rugs and garments,
Poison Pastes for pesky varmints.
Also all the Screens in season,
But swat the fly there is a reason.

Ironing Boards and Potts Irons Sets,
Cages for canary pets.
Saws and Chisels, Hammers, Rules,
All the other hardware tools.

Traps for rats and also mice,
Cutters for the eggs that slice.
Brooms and Brushes, Dust Pans new
Cutting Tables, just a few.

Fishing Poles with line and reel,
Hooks to catch a fish or eel.
We now hope you have no reason
Not to call on us this season.

—Reeg, the Rhymer.

SUGGESTIONS FOR ADVERTISING THE MODEL ROASTER

Seamless in their making,
Sanitary in their use
Self-baking and Self-browning,
Their covers never loose.

Best Shape in their construction,
Efficiency complete
Handles that's close-fitting
For Roasting can't be beat.

Bodies made in one piece,
Jackets for Hot Air—
This prevents their burning;
Never rust with care.

In Enamel has three colors,
And also metal plain,
Finished to perfection,
Easy to explain.

—Reeg, the Rhymer.

SUGGESTED WINDOW SIGNS FOR "HARD- WARE WORLD" MERCHANTS

FOR FEBRUARY

In the second month of every year
A day is set for a purpose dear;
We hope the glorious sun will shine
And you all will think of your Valentine.

FOR MARCH

You all may know that long ago
Old March commenced the year;
It's blown and blustered ever since
In countries far and near.
If the windows rattle and the winds blow through,
Use Weather Strip—it's up to you.

—Reeg, the Rhymer.

FOR ADVERTISING A CLOTHES DRYER

Eight arms, thirty inches long,
An all-year seller, that is very strong.
For use in private dwellings in weather wet or dry.
The dealer cannot lose on them,
For people always buy;
An article that everyone
Will praise up to the sky.
Practical and useful;
Made of steel and wood,
Never out of order, that is understood.

—Reeg, the Rhymer.

SUGGESTIONS FOR PRE-INVENTORY SALE

We now to you unfold a tale
About our after-Christmas sale
Of all our bargains not yet sold,
Some are new and some are old.
At almost cost we make the price
In hopes they surely will entice
You all to buy, just one or two
Of goods that may appeal to you.

—Reeg, the Rhymer.

SHOULD THE BUYER OF A BUSINESS PAY ANYTHING FOR GOOD WILL?

(Copyright by Elton J. Buckley)

I have been thinking for some time that I would say something about good will in the sale of a business, but other subjects have pressed. However, the following letter gives me the desired opportunity:

I am negotiating with ——— & Co., of ——— street, this city, to purchase their retail business. We have gotten together on every point but one. They are nice people and I have not found it necessary to use a lawyer, as we seem to be able to settle everything ourselves. The one point on which we have not yet reached an agreement is on the question of good will. They are willing to sell me stock and fixtures, etc., at invoice value of stock and appraised value for fixtures, teams, etc., but they are asking \$5,000 for good will, which is a pretty high price, in my estimation. I asked the head of the firm what I should receive for the \$5,000 and he said the good will, but has not been able to let me know just what good will is. I do not object to paying \$5,000 for the good will of this business, if it is worth it, but I should like to know exactly what it is. Is it an understanding that a man who sells good will is not open to go into business again? Some have told me it is the right to use the old name by which the business was run before I bought it. Please advise me. The business is an old one, it was established by the father of the present owner about fifty years ago, and has been run right at this stand ever since. The present owners have enough money and are desirous of retiring.

E. B. MAXWELL.

The practice of charging for good will in the sale of a business is so nearly obsolete that I am astonished that any one should ask as much as \$5,000 for the good will of a moderate sized retail business. However, it is precisely that kind of a business that does it—an old-established one, founded by the father and handed down to the son. The idea that good will is a valuable asset and ought to command a price in the sale, just like counters, is one of the old-time traditions of business. In modern practice good will is seldom charged for in the sale of a business, simply because buyers won't pay for it.

A common sense definition of good will is "the probability that the present customers of a business will continue to buy of it." In other words, John Smith & Co. have a retail business on a certain corner. They have maintained it there for many years, and in that time have built up a good business. Several hundred or several thousand people go there as a matter of course when they want goods in that line, because they have learned that it is a satisfactory place to deal. From these people the store is regularly doing, say, \$50,000 a year, and in all probability will go on doing it, for the reasonable certainty is that the people who have become accustomed to going there will keep on doing so. That chance is the good will of the business, and of course it is worth something, for it makes all the difference between a going,

established business and an assortment of stock and fixtures.

The factors in good will are the store premises, which almost always pass with the sale; the reputation of the old house, which, of course, should pass with it, and the firm name, which usually does not pass with it unless it is something like "The Beehive," or "The Market House." Personal firm names usually do not pass as part of the good will with a sale. Another factor of good will is private brands, trade-marks, etc.

I usually advise against paying any large sum of money for good will, unless included with it is an agreement by the seller not to re-engage in the same business in such a way as to make him—immediately—a competitor of his buyer. The reason I advise against it is that it does not represent anything which the seller of a business can certainly deliver to his buyer or which he needs to protect after he has sold it. If the buyer of a business stays at the old stand, as of course he will, the business will naturally flow on there anyway.

The seller doesn't have to do anything to make it flow on. And, moreover, the law gives the seller pretty nearly every opportunity to prevent it from flowing on. Even after a man has sold his business, and with it the good will, he can immediately start in again next day, if he likes, and under his own name, and (except in New Jersey and Ohio) he can even solicit the customers of the business he has sold. I have always considered this unfair law. There doesn't seem to be any equity in allowing a man to charge for the chance that customers will continue to patronize his old store (good will) and then permit him to do all he can to destroy that chance.

That is the reason I never look with favor on paying for good will. It is of no particular value without an agreement not to re-engage in the business in the same territory, and if you can get that agreement you don't need good will.

HOW MURPHY WOULD GET THERE

An officer on board a warship was drilling his men.

"I want every man to lie down on his back, put his legs in the air, and move them as if he was riding a bicycle," he explained. "Now commence."

After a short effort, one of the men stopped. "Why have you stopped, Murphy?" asked the officer.

"If ye plaze, sir," was the answer, "Oi'm coasting."

VIGOROUS, BUT EXPRESSIVE

In enclosing renewal of our five subscriptions for our employes, we want to tell you that the **HARDWARE WORLD** is the best d—d hardware magazine published.
MOORE HARDWARE CO.

Publicity Methods of Western Canadian Hardware Men

THE hardware man who would stand above his fellows in these days of competition must keep his name and line constantly before the public, and his advertising must be specific instead of general. The fact that

"John Smith Sells Hardware of All Kinds"
and carries
"the largest and most complete stock in the city"

does not interest the public, who have heard these claims made by every hardware dealer in town; but if John Smith tells them through the columns of the newspaper that he is selling \$1.00 grass catchers at 75c and other lawn implements at like reductions, and invites the public to see his window displays of these lines, he has aroused their curiosity and gained effective publicity.

Value of Windows

This brings me to the special point I desire to make—that the most valuable asset a dealer has as an advertising medium is his display window. It should be frequently changed, and wherever possible there should be appropriate backgrounds, i. e., the lines should be displayed in the surroundings in which they would naturally be used.

Wax Figures in Hardware Stores

Nothing so quickly attracts attention as human life, or its simulation, and every retail merchant would find it advantageous to invest in at least one wax model, which could be used in a score of different window schemes.

If, however, he deems this impracticable, he should, when making any special display, secure the loan of one from a clothing or drygoods merchant—who is usually only too glad to do this and to clothe it appropriately, for the extra publicity it gives his name and line.

In case of such a loan there should be a small card displayed at the base of the figure: "Model through the courtesy of Blank Bros."

Catchy cards always assist in the sale of merchandise in a window, acting, like the printed passages at a moving picture show, as explanatory aids. Most important of all—an item which too many merchants neglect—every article or group of merchandise displayed should have attached a small card on which the price is plainly, but not glaringly, stated.

In order to adhere to the axiom stated at the beginning of this article—that one should be specific, not general—let me describe a few of the displays recently installed by progressive Western Canadian hardware men. At this season of the year sporting goods—particularly camping, hunting and fishing paraphernalia—

are much in demand and the man who features them attractively is sure to be the gainer thereby, as all gazers will be sure to notice sooner or later some item of which they are in need.

Make a Note of This for Next Season

The Hudson Bay Co., Vancouver, B. C., had a most attractive camp window recently. At one corner was a small khaki tent, from the ridge pole of which floated a Canadian flag. In the background was a large leafy limb, and among the foliage was concealed an electric fan, which gently stirred the leaves and fluttered the flag. Upon the side of the tent several bathing suits were hung to dry. (Incidentally, an increasingly large number of hardware men are putting in a line of bathing suits for both men and women, as well as jerseys and sweaters, and in this way successfully competing with the regular sporting goods dealers.)

The flap of the tent was thrown back, showing a pile of heavy blankets within, a cot and a veneer covered traveling kit. Just outside the tent was a rude cupboard made of packing boxes, and in this was neatly arranged cups, plates and cutlery, both of tin and aluminum, while from nails in the lower box hung kitchen utensils. At the other side, over a fireplace of stones, was set a folding camp stove, upon which were coffee pot and skillet. Seated on a stump near the fire was a young fellow in khaki, flannel shirt, bandana handkerchief and felt hat, fishing pole in hand, upon the line of which he was adjusting a fly. On the ground at his feet were laid several guns, while down in front, close to the glass, were boxes of cartridges, hunting knives and hatchets in sheaths, flashlight, thermos bottle and a full assortment of rods, flies, reels, lines, bait, sinkers and fish baskets. A card suggested:

GOING CAMPING?

In looking over your supplies, you'll probably find that you need something to complete your equipment. Whatever it is WE HAVE IT. Visit our sporting goods department and secure it.

Also consult us regarding the best hunting and fishing resorts—we have scores of them listed.

The Fraser Hardware Co., Ltd., Calgary, Alta., had a comprehensive outing goods window. It was arranged in three broad, shallow steps covered with green felt, which led up to a large painting in the background, showing a trout stream with angler making a cast. The picture was framed in draped fish nets, which occupied the entire rear wall. The sides of the window were lined with yellow cheesecloth, and

hung with garlands of green maple leaves—the combination of bright yellow and green drawing all eyes to the display. On the top shelf was an auto lunch kit and a good display of thermos bottles, waxed paper, paper plates and aluminum dishes and spoons. The second shelf held lines, flies, reels, cans of bait, etc., and the third, flashlights, cartridges and hunting supplies of all kinds. Two long crossed fish poles, set upright extended entirely across the window.

The Regina Trading Co., Regina, Sask., proved that it was not necessary to have elaborate accessories in order to set forth a window that would attract attention, as they gained wide publicity through the display of one little article—a fly swatter. The hardwood floor was left bare and yellow paper covered the wall. In the center was a pedestal of black wood, four feet high, and from this there extended to the four corners of the window and also to the sides long strings in which were inserted at intervals of eight inches, little fly swatters. These were of wire netting, bound in black felt, with bright red wooden handles. Scores of these were also hung on the wall and strewn on the floor, where the combination of black and red showed up very effectively against the yellow. Nothing was shown in the window but these “swatters,” and a big card advised:

THERE'S A FLY—SWAT IT!

This fly swatter kills but does not crush. Will not break glass, scratch or soil the most delicate fabric or surface. It is quicker, surer and more successful than poison pads, sticky fly paper or traps. Bid your home of the fly. Two for 25c.

These are the sort of window displays that bring results. Windows that are novel, have a punch, and above all, are practical exponents of the merchandise sold within.

PETAINE'S NOBLE WORDS

The lofty purpose and nobility of soul that have inspired the French nation to maintain the struggle of the last four years and to play a marvelous part in winning one of the greatest victories in history, have not been more notably phrased than in the words of Marshal Petain to his troops on the eve of their occupation of what had been held as German territory.

“You are to remain,” he said, “under discipline and to show respect to persons and property. You will know, after having vanquished your adversary by force of arms, how to impress him further by the dignity of your attitude, and the world will not know which to admire most—your conduct in success or your heroism in fighting.”

If ever there was an occasion on earth for men to loosen all the baser passions of revenge, to demand an “eye for an eye and a tooth for a tooth,” it came to the soldiers of France on the day a completely conquered Germany lay at the feet of the victorious Allied armies. But France, which, as one eminent historian has put it, “in frustrating Germany's aim to be colossal, became great,” rose to the full height of its traditions, the full dignity of its aspirations, and is showing by its conduct in success that greatness which was less sharply outlined by its heroism in fighting.

We doubt if history can produce a more striking contrast than that of the defeated, Prussianized, inhuman Hun and the victorious French soldier. They seem to us to mark the possible limits of human degradation and human exaltation; the one casting a darker shadow into the bottomless pit, the other reflecting God's free and glorious sunlight.

After all, is it not more by our conduct in success than by our heroism in fighting that the god-like in us—which we call manliness—is tested and brought to the surface?



A TRADE-BRINGING DISPLAY

No merchant need be told that displays of this character makes sales. They literally draw trade in from the street. It was made by Krakauer, Zork & Moyes, of El Paso, Texas, and is typical of the enterprise of this institution, whose windows are always kept in an attractive manner.



IF TIRES COULD ONLY TALK

One morning two new tires emerged from a factory. Rubbing shoulders in the crowded express wagon, they became acquainted. "You are the same size as I," one said. "I note from the pattern of your wrapper that you are 34x4." "And you?" "Same here," came back the answer. "Of course, I don't have any idea where I am going, but I hope I am treated well."

Soon the station was reached and they knew they must part. It was a year later when the express wagon drove up to the factory and discharged its load. Eager hands grabbed the worn casings and threw them into the assorting room. Once the worker's hands stopped for a moment as they touched an apparently good casing.

"Good for a couple thousand more miles with a little repair," his voice was heard to mutter. Then with a quick movement the tire was laid with hundreds of others of its kind.

"Get over a bit," a neighbor's voice was heard to say. "You're smashing my side." The voice sounded familiar. Sure enough, it was the same tire which had looked so joyfully on life that sunny day a year ago.

"Why, my old friend," exclaimed the newcomer. "Tell me where you've been and what you've seen."

"O, the story itself is too sad. You can see what a wreck I am. But you look really too good to be among us cripples. You see, I've only seen 5,000 miles of the world. It was all due to my owner's carelessness, too. I hadn't gone forty miles until I was given a jab in the solar plexus that nearly put me out. But I had about recovered my wind in the next fifty miles when I got another in the same place. It made me wobbly all over."

"Nobody paid any attention to my condition, and not until I was almost a bare skeleton, did I get a new supply of air. This gave me new life, but did not help my sore spot. I was rubbed against the curbing until my side was chafed and sore. Then into a lot of glass which could have been avoided and I was badly cut and bruised."

"Luckily, we were on a smoothly paved street when I took the count. My master couldn't understand what was wrong. He fumed and swore, and took me back to the service station. There I was examined by kind hands. They told my master how I had been abused and weakened. But he was a hard man, and stormed and said I never was worth the price he paid for me. He finally consented, though, to let them put me on the operating table in an effort to save my life."

"I spent three days in the hospital and came out feeling like a new tire. It wasn't long, though, until I was suffering the same treatment as before. Gradually I weakened until I suffered a complete relapse. Now tell me how much of the world you have seen."

The newcomer swelled with pride and told her story. "You'd never think," she said in almost a whisper, "that I've traveled more than 20,000 miles. That was my record. And I feel good enough for a couple thousand more. I was always given plenty of air. If I was cut, my wounds were healed with cement. My master was careful of bad bumps and avoided riding in the car tracks. He never rubbed me up against a curbing. When he left me he told a friend I was the greatest value in the world."

Just then the two tires were seized by firm hands and the two friends parted forever.

The moral of all this is that it pays to take good care of your tires, and that repairs at the proper time add immeasurably to tire mileage.

DEAD RIGHT

"Here lies the body
Of William Jay,
Who died maintaining
His right of way.
He was right,
As he sped along,
But he's just as dead
As if he'd been wrong."

Money makes the mare go and the automobile makes the money go.



Educating 6,000,000 motorists to the need of better brakes

IN 88 advertisements in these publications the need of frequent brake inspection is driven home over and over again. It is criminal carelessness to neglect brakes—the most important part of the car so far as safety is concerned.

The more keenly motorists appreciate this, the better will be your brake lining business. In the advertising which is running now in the thirteen publications shown above, we are convincing 6,000,000 motorists of the menace of dangerous brakes.

The cost of negligence is brought home sharply to them, and in every advertisement they are urged to go to their dealers and learn the exact condition of their brakes.

This creates new business for you, not only in relining brakes, but also in general overhauling and the sale of accessories.

Motorists believe in the superiority of Thermoid

They are shown that the fine grain of Thermoid resists wear and gives uni-

form gripping power all the way through, while ordinary woven brake lining wears down quickly and does not have the same gripping power when worn half-way as when new.

Thermoid advertising is building a big, profitable brake lining business for dealers handling Thermoid. It will pay you just as well as it is paying them.

Write today for information about the further co-operation which helps the Thermoid dealers to build big business.

Every foot of Thermoid which you sell is backed by *Our Guarantee: Thermoid will make good—or, WE WILL.*

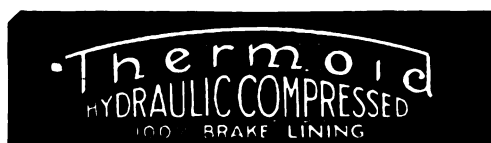
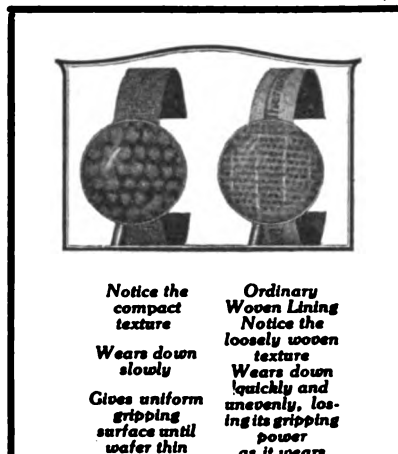
Thermoid Rubber Company

Factory and Main Office:
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors
*The Canadian Fairbanks-Morse
Company, Limited, Montreal*

Branches in all principal Canadian cities



Makers of "Thermoid Hardy Universal Joints" and "Thermoid Crolide Compound Castings"



C. W. SHAHAN, President



NATHAN ROBERTS, Secretary

Nebraska merchants always have a worth-while Convention, and this year's Convention will prove even better, judging from advanced reports. It will be held at Lincoln, Nebraska, February 3-6.

HOW ONE MAN DEFINES "NERVE"

"Nerve is not a new virtue. Nerve has always existed, even before David went out of his class to meet Goliath. Our forefathers called it pluck. Nor is it a single virtue. It is multiplex. To stick to the wireless keyboard of the floundering 'Republic,' flashing a cry for help that quivered through the civilized world—that is nerve.

"To finance a gigantic deal, requiring millions of real money, acid tested, and up to the purity standard of Caesar's wife—or with three men on bases and two men out in the ninth inning, to fan a mighty batter—plain nerve.

"It takes a big measure to encircle the word nerve. It is the biggest word in the business lexicon, and the countersign that admits to the inner chambers of success.

"Nerve is no unit virtue. It is the amalgam of many. In its composition are self-confidence, courage, energy, grit, hope, enthusiasm, ambition, endurance—and then a surplus.

"A man with nerve must perforce be accused of conceit, mostly by the envious and one-cylinder brained, who are unable to distinguish between conceit and confidence. Conceit is 'I' in speech; self-confidence is 'I' in deed.

"Nerve makes a man sure of himself. It destroys hesitation and takes the wobble out of the mind and out of the legs. A man with nerve believes in himself. He knows that he can. Doubt and timidity are strangers to him, and his confidence inspires the confidence of others.

"The man of nerve becomes a leader of

men. He is magnetic; he attracts men. He is galvanic, and commands respect.

"Nerve begets courage. It puts fear on the scooter, and is the stuff of which heroes are made. It goads them to dare to do.

"Nerve supplies energy. The man with nerve does not drop nor sag in the middle. His head is high; his chin is up; his shoulders are squared and his back is straight.

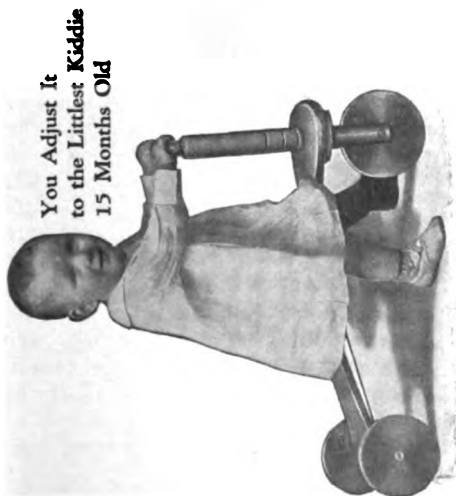
"Nerve shows in a man's walk and conversation. Neither his foot nor his tongue falters. He has a militant tread and talks with emphasis. He uses a chair chiefly as a stepladder to reach higher, and his only rest is in bed in refreshing sleep.

"The man with nerve is a smiling, whistling optimist. He oozes hope. He basks in continued sunlight and success surrounds his horizon. He doesn't know failure, and would decline an introduction. His enthusiasm is as infectious as the laugh of merry childhood.

Whatever his proposition, it is a winner. He thinks so—and that makes it so. Furthermore, he has endurance. Discouragements may beset, obstacles may arise, but he stays, he fights, he triumphs. Why? Because he has stamina. Nerve wins the long race and the hard struggle. Any trainer of athletes will certify that nerve has won more championships than speed or brawn.

"Nerve is the greatest human asset. It puts a whistle on the lips, tabasco in the blood, cement in the backbone and spunk throughout the body.

"When you've lost your nerve, you're through."



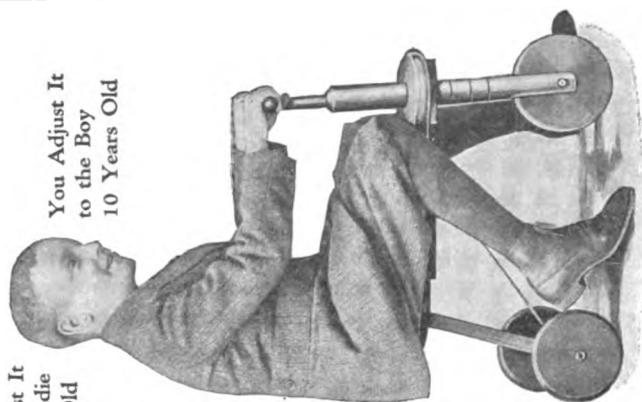
You Adjust It
to the Littlest Kiddie
15 Months Old



You Adjust It
to the Little Kiddie
4 Years Old



You Adjust It
to the Kiddie
7 Years Old



You Adjust It
to the Boy
10 Years Old

4
cars in
ONE

THE
UAJUSTIT
CAR

Pat. July 34, 1917

4
cars in
ONE

THIS IS ONE CAR ADJUSTED TO FOUR SIZES---THE DEALER NEVER RUNS OUT OF SIZES

SIZES—

Height of No. 1

Adjustment, 9 1/2 in.

Height of No. 2 Adjustment,

11 in.

Height of No. 3 Adjustment, 12 1/2 in.

Height of No. 4 Adjustment, 13 3/4 in.

This car can be adjusted in a few seconds without tools.

FINISH—

Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—

Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage. Will hold up 250 pounds and is the strongest child's car made.

SHIPPING WEIGHT AND DIMENSIONS—

Crated in boxes of 2 doz. cars knocked down. Size of crate, 30 in. wide, 19 1/4 in. high, 32 3/4 in. long. Weight, 194 lbs.

For Sale by America's Leading Hardware Jobbers

The Adjustable Sales Corporation
1040 Jay Street, Rochester, New York
W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal.
Western Representative

This Car Cannot Tip Backward

The "Uajustit" Car is in a class by itself. Metal bearings, forged steel axles, powerful steering post and steel truss make it indestructible and fit for the roughest kind of usage.

Everybody's Getting One Now

Whatever it is—whether the lack of maids, or the way laundries chew things up, or because women are tired of hard labor every Monday—

Something has happened to give the power and electric washer business a big push. At least that is what is happening to our business.

Possibly we feel the acceleration more because this is the oldest and one of the best known lines of Power and Electric Washers in America.



Belt Power Model
No. 5.
Same Style With
Electric Power

4 Belt Power Models



4 Electric Models

The Automatic Washer is known as the simple, no-trouble machine.

It washes a tub-full in 7 minutes—everything beautifully clean—from heavy blankets to fine lingerie—without the least injury.

All Automatic Washers wash and wring separately or both at same time.

The Wringers are 3-position swinging reversible, built with strong maple frames, water-proof ball bearings with galvanized races, and equipped with the best rolls made. Rolls are instantly reversible and have instant release.

Write for full information.

Automatic Electric Washer Co.

314 Third Street, Newton, Iowa

WESTERN DISTRIBUTORS

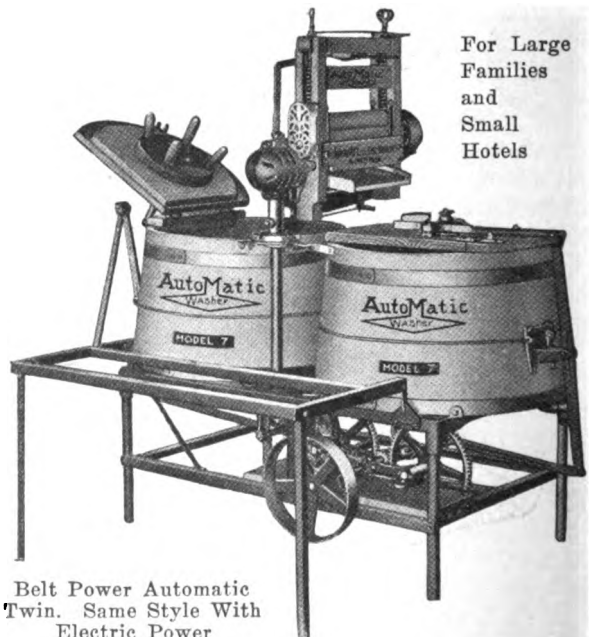
Los Angeles, Cal., A. A. Wilson,
751 S. Spring St.

Salt Lake City, Utah, Intermountain Elec.
Co., 43-59 E. 4th So.

Portland, Ore., Fobes Supply Co.,
285-287 Couch St.

FREE TO YOUR CUSTOMERS

Two valuable Household Booklets—
“Formulas for Soaps and Cleaning
Compounds” and “Cleaning Hints.”



For Large
Families
and
Small
Hotels

Belt Power Automatic
Twin. Same Style With
Electric Power

REVERE TIRES

"— and I watched the squires at my uncle's horse market choose a stallion, staunch and lithe of limb, and wondered at their keen judgment.

—PAUL REVERE

In the days of Revere, the country gentlemen, who frequented horse markets, based their judgment of horseflesh upon strength and cast of limb, and their knowledge of equine pedigree.

Modern motorists who know the value of unfailing service and satisfaction choose REVERE TIRES, in accordance with the world-old standard of buying—

- strength and quality of construction.
- endurance and staying power.
- reliability despite conditions.

REVERE RUBBER CO.

1790 Broadway, New York

Cord Tread Granite 'R' Tread Plain Tread



REVERE DISTRIBUTORS

Alling Rubber Co., Hartford, Conn.
 Alling Rubber Co., Albany, N. Y.
 Auto Supply Co., Wilmington, N. C.
 Bluefield Hdwe. Co., Bluefield, W. Va.
 Bingham & Co., W., Cleveland, O.
 Bronson & Townsend Co., New Haven, Conn.
 Brown-Camp Hdwe. Co., Des Moines, Ia.
 Cameron & Barclay Co., Charleston, S. C.
 Detroit Rubber Products, Inc., Detroit, Mich.
 Emmons-Hawkins Hdwe. Co., Huntington, W. Va.
 Electric Appliance Co., Chicago, Ill.

Goodyear Rubber Co., Portland, Ore.
 Goodyear Rubber Co., San Francisco.
 Holliday & Co., W. J., Indianapolis, Ind.
 Hub Cycle Co., Boston, Mass.
 Interstate Hdwe. & Supply Co., Bristol, Tenn., and Bristol, Va.
 Kruse & Bahlmann Hdwe. Co., Cincinnati, O.
 Logan-Gregg Hdwe. Co., Pittsburg, Pa.
 Millar & Son Co., Chas., Utica, N. Y.
 Moore-Handley Hdwe. Co., Birmingham, Ala.
 Mossman-Yarnelle Co., Ft. Wayne, Ind.
 Odell Hdwe. Co., Greensboro, N. C.
 Plant Rubber Co., Minneapolis, Minn.
 Pritzlaff Hdwe. Co., Milwaukee, Wis.
 Richards & Conover Hdwe. Co., Kansas City, Mo.; Oklahoma City, Okla.
 Rewerding & Son, W. H., Rochester, N. Y.
 Sells Co., J. H. & F. A., Columbus, O.
 Simmons Hdwe. Co., St. Louis, Mo.; Philadelphia, Pa.; Sioux City, Ia.; Wichita, Kans.; New York City, N. Y.; Toledo, O.; Minneapolis, Minn.
 Strickland-Tillman Hdwe. Co., Valdosta, Ga.
 Tennent Supply Co., H. C., Augusta, Ga.
 Waite Auto Supply Co., Providence, R. I.
 Worthington Hdwe. Co., Staunton, Va.
 Watkins Cottrell Co., Richmond, Va.



FACTS ABOUT SPONGES

Every merchant and salesman selling auto accessories must sell sponges and it is worth while knowing something about them.

To most folks a sponge is a sponge, but there is a very great difference between the different grades of sponges and they are graded better today than ever before.

The sponge, as we know it, is merely the skeleton of the animal. When it is in its native element, growing in the bottom of the ocean, it is covered with an outer skin containing a great many pores. The sponge feeds through these openings. If the water is still, it creates a current towards itself by the action of many hair-like filaments or cilia.

The water is drawn through the small openings and expelled through the larger openings in the tops of which usually there are two or three. These are called the mouths of the sponge. While the water is passing through, the sponge extracts those particles that it needs as food and there are large quantities that pass through, because we find that certain crabs cut homes for themselves in the root of the sponge and just remain where they are and have this food brought to them.

When the sponge is brought out of the ocean the outer skin is cut and removed. The sponge then resembles a piece of raw beef interspersed by many canals lined with a sticky, glutinous substance called sarcode. This is of a grayish brown color and is the "life" of the sponge.

The sponges are slow growers, requiring about three years to become about 7 inches in diameter. They grow in water from 3 to 80 feet deep, those growing in the deeper water being much the tougher.

Sponges come in grades, the same as other goods. The ordinary kinds are sold by the pound. The fine bathing and toilet sponges are sold by the piece. The best kind of cleaning sponges are the Sheep Wool. Velvet sponges rank next to the Sheep Wool. Of these the Cuban are the best, Nassau second and Florida third. Yellow ranks next to velvet. These mostly come from Florida. Wire grass holds the next place.

All other grass sponges are about equal in quality. We get them from Florida, Cuba, and the West Indies. Besides the sponges mentioned above there are some fine qualities that come in mostly small sizes, such as Reef, a very soft close-textured sponge which in a measure replaces the firm silk sponge from Turkey, and the Hardhead sponge, also a small sponge very similar to the reef, but, as its name indicates, is very hard and more round in form than any other sponge that grows. These are the principal sponges that are used for all kinds of cleaning and mechanical uses.

A very popular couple—two dollars.

YOUR MENTAL ATTITUDE

Fear is the rock on which we split.

When we are fearful, the judgment is as unreliable as the compass of a ship whose hold is full of iron ore. And if we stop to meditate on what the gossips say of us, we have allowed a hawser to befoul the screw.

Keep your mind on the great and splendid thing you would like to do and then, as the days go gliding by, you will find yourself unconsciously seizing upon the opportunities that are required for the fulfillment of your desire, just as the coral insect takes from the running tide the elements that it needs.

Picture in your mind the able, earnest, useful person you would like to be, and the thought you hold is hourly transforming you into that particular individual.

Thought is supreme.

Preserve the right mental attitude—the attitude of courage, frankness and good cheer, and all good things are yours.

We are ruled by our habits. First, we form our habits, then our habits form us.

We are what we are on account of what we have thought, said and done.

After having done a thing once there is a tendency in the brain to do it again.

If continued we get the habit—that is, we do the thing without thinking, just as a matter of course. Thus does the habit become second nature.

And the man with the grouch's habit, the frown habit, the dope habit, the booze habit, is on the greased chute and he himself is swabbing the slide.

Also, there is a sort of general disposition on the part of everybody to give him a push down the road to Davy Jones' locker.

In the heart of all of us there is a tendency to pass back everything that is handed us.

If a man smiles, waves his hand at you as you walk down the street in the morning, you wave your hand back and smile in return unconsciously, and often one little experience like this will key for you the day joyously.

Courtesy, kindness, good-will, generosity, liberality, are all catching.

Nothing is so contagious as a smile. Try it on the first person you meet.

It is for us to be dedicated to the great task remaining before us—that from these honored dead we take increased devotion to the cause for which they gave the last full measure of devotion; that we here highly resolve that these dead shall not have died in vain; that this Nation, under God, shall have a new birth of freedom; and that government of the people, by the people, for the people, shall not perish from the earth.—Abraham Lincoln.

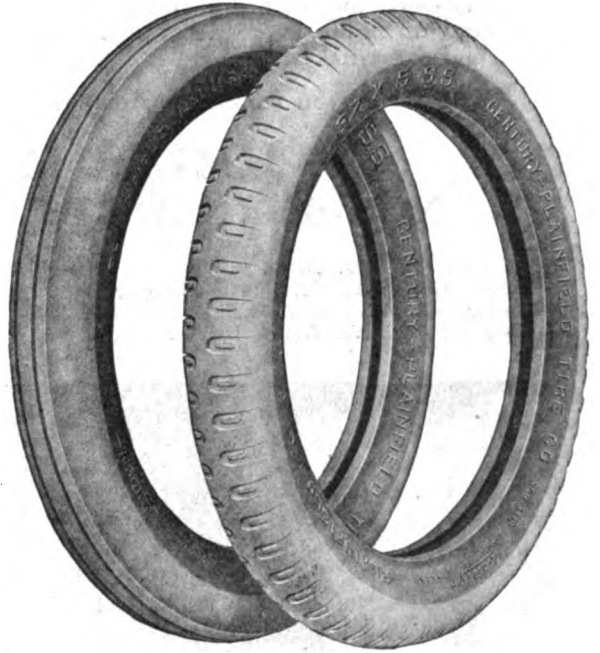
Century-Plainfield TIRES

Century-Plainfield
6,000 Miles

Highest quality rubber *plus* highest quality fabric in good hands produce tires of merit.

Century-Plainfield Tires

Are *merit* tires because everything good is built into them by honest hands for an honest purpose.



Extra Size—Hand Made

Good treatment to users by the factory is yet thrown in

*Be a Century-Plainfield User
Be a Century-Plainfield Dealer*

Some Good Territory Open

Write for Dealers' Proposition

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
927 SO. HILL ST., LOS ANGELES

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO

Century
-PLAINFIELD Tire Co.

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.

On the Business end of a Truck.

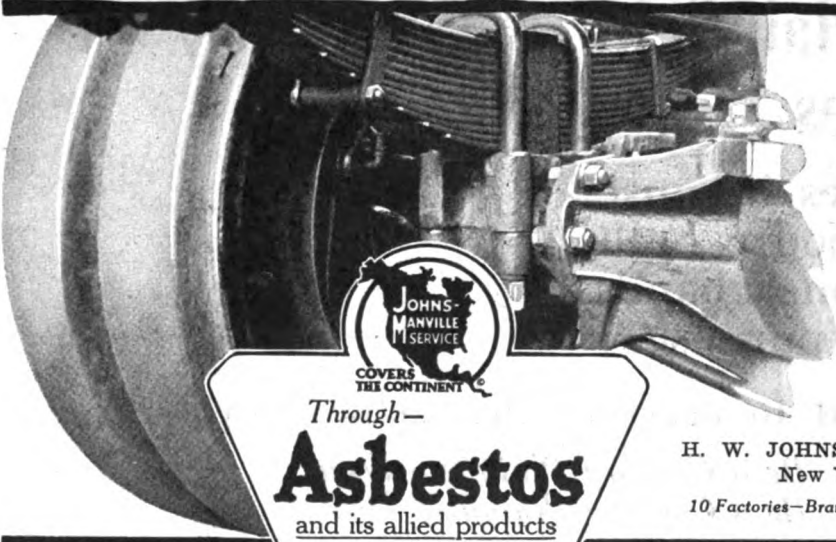
Any brake lining soon proves the truth of the statement, "The better the Asbestos, the better the Brake Lining." No service demands more of brakes, and no lining ever meets a harder task than when it is on the business end of a truck.

That's why you can sell a truck lining on the quality of its Asbestos Fabric.

JOHNS-MANVILLE NON-BURN ASBESTOS BRAKE LINING

The fabric of NON-BURN is woven of special, selected fibre from the Johns-Manville mines—culled from tons upon tons of asbestos—and chosen for its Brake Lining fitness.

And the Johns-Manville sales policy protects you in every way, assuring you of a substantial profit no matter what your sales may total.



Through—
Asbestos
and its allied products

INSULATION
that keeps the heat where it belongs
CEMENTS
that make boiler walls leak-proof
ROOFINGS
that cut down fire risks
PACKINGS
that save power waste
LININGS
that make brakes safe
FIRE
PREVENTION
PRODUCTS

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

JOHNS MANVILLE

103

*-and to protect the valuable
truck cargoes of today.—*

THE values of cargoes moved by motor transport are higher today than ever before. The motor truck is probably insured, but few, if any, cargoes are insured while in transit.

With a Johns-Manville Fire Extinguisher on a truck every load is protected. Spread over a number of cargoes the cost of protecting each cargo by having a Fire Extinguisher handy is only a few cents per load. This is a strong selling argument—use it.

The Johns-Manville is the only one-quart extinguisher that can be discharged in either of two ways. If the fire is accessible, pump it as with ordinary extinguisher; if hard to get at, or if the operator is in cramped quarters, the stream can be discharged by air pressure, allowing the extinguisher to be aimed like a fireman's hose. Prove this to your customer; put his thumb on the lever.

JOHNS-MANVILLE

Fire Extinguisher

Can be operated by anybody, in any position, anywhere

Price \$10 \$10.50 West
of the Rockies.

**In Canada \$12. West of Calgary \$12.50.
Brass or Nickel. Bracket included.**



S. S. S.—P. D. Q.

Sound Profit, Square Dealing, Sustained Quality Goodell

YOU have heard of these letters, perhaps you have used some of them, but when you consider them in relation to selling automobile tires they have a new significance.

This is not only the theory of F. R. Goodell, selling agent for the Converse Rubber Shoe Co., who is at present on a trip to the far West, but Mr. Goodell says it is an actual fact and is prepared to demonstrate it to anyone's satisfaction.

These letters are not used in just exactly the order which might be indicated in the heading, but, as Mr. Goodell says, a quality tire, backed by a quality organization, with quality service, they stand for Sound Profit, Square Dealing and Sustained Quality there you have the combination of these six letters.

In common with every other tire manufacturer, restrictions were placed upon the making of automobile tires, but now that the war is over, the Converse Rubber Shoe Co. are at it again, harder than ever. As they say, they have come out of the war with a capacity for a larger and more diversified production, and where they don't have live, energetic jobbing distributors they expect to establish agencies and give them the cooperation that will make for a national distribution.

Heretofore the Converse Tires have been sold to a very large extent east of the Mississippi River, but with the close of the war, recognizing the opportunities that exist for the sale of Quality Tires, Mr. Goodell is at present on a Western trip, making the acquaintance of the accessory trade.

Mr. Goodell is the author of an interesting book, "Tire Making and Marketing," which everyone selling automobile tires should read.

It has been the policy of the Converse Rubber Shoe Co. to distribute their products generally through the hardware trade. Some of the largest distributors of the country are well-known hardware jobbing institutions.

They recognize the fact that hardware merchants are in position to handle tires to fully as good, if not better, advantage than merchants in other lines. With the cooperation they extend we feel sure it will not be long before Converse Tires will be fully as popular in the West and on Pacific Coast as in the East.

CONVERSE TIRE PRODUCTION INCREASED

One of the by-products of war has been the vastly enlarged production facilities of companies engaged in war work. The Converse Rubber Shoe Co., of Malden, Mass., is one of these, according to Mr. F. R. Goodell, general selling agent of the company, who writes:

"Our Eastern and Southern hardware jobbing connections have in past years 'kept us humping' to make the supply of Converse tires flow anywhere near level with demand. For this reason we have had to shut our eyes to the splendid opportunities in the great automobile empire of the Western Coast, although we peeked through our fingers just enough to know what we were missing. We are emerging from war conditions, however, with an enlarged and more diversified production, entirely adequate to a thorough and vigorous representation on the Pacific Coast.

In addition to the Converse 6000 mile fabric tire, we intend to market the new Converse Cord next summer. This tire has been under test for nearly a year and is demonstrating a wearing quality which will make it supremely economical to own."

Mr. Goodell states further: "We were one of the first manufacturers of premium tires to place our product unreservedly at the disposal of the hardware jobber, conceding the territory protection

and cooperation essential to his success. About 60 per cent of our present production is absorbed through hardware channels and our relations have been so mutually satisfactory that we shall be happy indeed if our new distributors prove to be of the same nature and caliber."

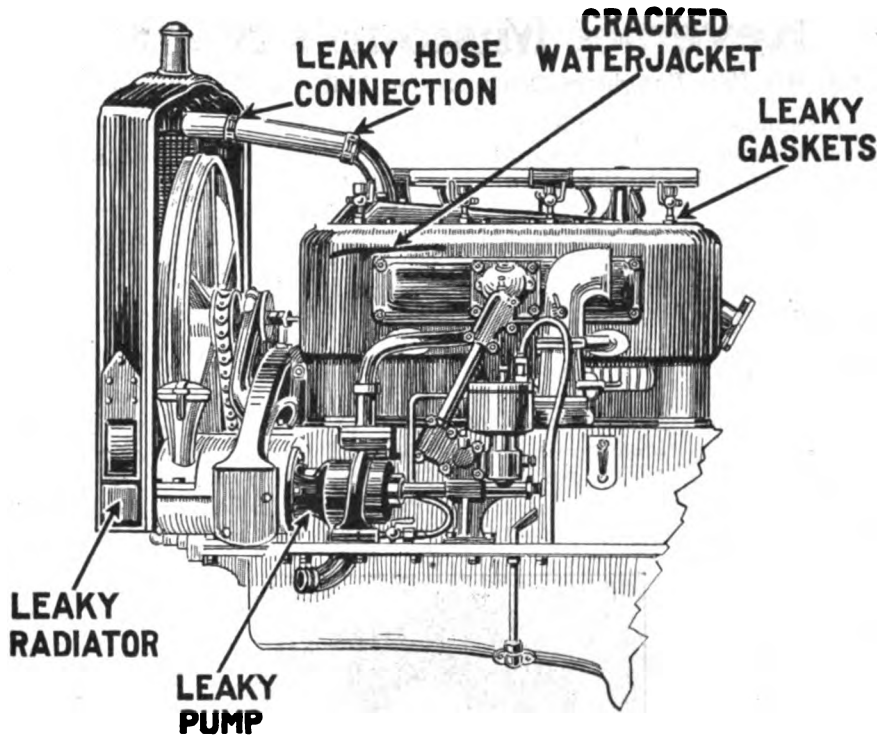
Mr. Goodell intends spending some time on the Coast this winter.

Don't judge men by appearance. Remember that often under a rough exterior lurks a mighty inner tube.

To some, experience is a headlight; to others it is merely a sternlight, illuminating only the waters of the past.



F. R. GOODELL, Selling Agent
Converse Rubber Shoe Company.



Wherever Water Can Possibly Leak— “X” Liquid Makes a Scientific Repair!

GET it out of your head that “X” Liquid is simply “one of those radiator dopes.”

Set yourself right on the facts!

You’ll find that “X” Liquid doesn’t simply plug a leak temporarily. “X” is a scientific process of permanently **REPAIRING** leaks without solder or welding.

Its proper use prevents future leaks—

and it will eliminate rust and scale from the cooling system.

• • • • •

“X” is a scientific LIQUID. It is poured into the radiator— instantly combines with the water and circulates freely throughout the cooling system. Wherever it finds a leak it flows through. And hardens right in the hole. It makes a life-time repair. Vibration can’t loosen it.

“X” works automatically— without fuss or bother. No need to drain the radiator.

Thousands of motorists keep “X” Liquid constantly in the water to prevent trouble from leaks.

The chemical composition of “X” is such that it loosens all rust and scale now present in the cooling system. And it absorbs all free oxygen in the water, preventing rust from eating away the metal. It also holds in the water the lime and magnesia that would otherwise deposit itself as scale.

In this way the very narrow water passages are kept free and clear, cooling is improved, oil is saved, and the motor works much better.

“X” is not a cement, powder or flaxseed meal in liquid form. It cannot clog the cooling system. “X” is the original and only process for making cooling systems **LEAK-PROOF—RUSTPROOF—SCALE-PROOF.**

“X” Liquid is the ONLY product that can do ALL these things—

- 1—Repair all leaks permanently
- 2—Eliminate possibility of future leaks
- 3—Prevent rust from eating away metal walls of cooling system
- 4—Prevent formation of scale
- 5—Keep the motor much cooler
- 6—Guaranteed to make good or your money back

DEALERS! Stock the EXTRA-PROFIT ASSORTMENT!

Thousands of dealers are finding this Special Assortment of “X” Liquid a money-maker. It consists of six large size cans and twelve Ford Size cans. As an introductory offer we include one \$1.50 can—free. Also attractive poster, literature and handsome display stand.

Assortment costs the dealer \$12. Sells for \$19.50. This can be turned over many times during the year.

Get this special assortment from your jobber—or write us direct—today.

Large Size \$1.50
will do a \$25 repair job!

Ford Size 75c
will do a \$15 repair job!

Every progressive dealer now sells “X” Liquid.

“X” LABORATORIES 648 Washington St., BOSTON, MASS.

Reverses Missouri's Slogan

One of Her Fair Daughters Demonstrates Ability as Advertising Manager.

MISSOURI is famous for many things in a business and commercial way, and the city by the Kaw is really the city that does.

Some of the states who claim to be more progressive in their ideas are inclined to the belief that in matters feminine the state has not risen to its opportunities as far as recognizing women as man's equal in matters political.

But with the rising generation, and the young women who have been taking their place in business, especially since the beginning of the war, we may look to see a change of heart before many years, especially if they are of the stamp of Miss Mabel Hennessey.

Now Miss Hennessey does not claim to possess unusual ability, but she is just a quick, bright, ambitious young woman, with a desire to learn and to fill a place full. She believes that a business career offers opportunities for any young woman who will put her whole thought into her work.

Far from looking for publicity, or from claiming she has accomplished anything unusual, she only consents to have reference made to her work as advertising manager of the Bunting Hardware Company, Kansas City, that what she is doing may serve as an incentive or suggestion for other young women.

And come to think of it, why shouldn't a woman make a good advertising manager?

No Large Vocabulary Necessary

Isn't it very rare indeed that you ever hear of a woman, young or old, who cannot express herself in a lucid manner, whether she is talking about "four" or "fourteen" points? They have a faculty that politicians, gifted and learned though they may be, apparently do not have, for a woman can generally make known in few or many words just what she wants to say, and how to say it.

Perhaps the burden of a large vocabulary is a handicap to letting people know just what politicians may mean, or maybe it is because they are politicians.

So if a woman can talk, why should she not prove a first class advertising manager, for the best advertising is simply putting your sales talk in a direct manner before the people.

So many people have the idea that advertis-

ing is something mysterious, that it requires a course in college in order to be successful.

Address people in plain, everyday language, talking to them as you would to one person at a time, rather than if addressing an audience, remembering that one person at a time reads your advertising. That is the simple, direct, successful way of writing your advertising.

Now advertising in a daily paper, where space is valuable, does not permit of much descriptive or sales talk, but Miss Hennessey manages to get a great deal into her advertising. The best evidence of her success is that people have come to recognize the advertising of the Bunting Hardware Company as truthful, giving facts that can be relied upon. She has entire

charge of the writing and buying of space, in fact everything that comes under publicity for the entire store.

She likes the advertising business, and devotes her spare time to studying, realizing there is always something to learn.

She is proud of the fact that she is identified with such a good institution as the Bunting Hardware Company, who, by the way, recognize the fact that women are a valuable sales force in the store. There are thousands of stores, selling hardware, house furnishings, cutlery, glassware, stoves, etc., who have found out that the best salesmen and saleswomen are those who read hardware publications.

The last time a **HARDWARE WORLD** representative was in the Bunting Hardware Com-

pany's store he could not help but note the courteous attention that was given to every customer, by both men and women. They seemed to know what they were talking about.

Such salesmen and saleswomen inspire confidence, but such sales knowledge can only come as a result of study and reading.

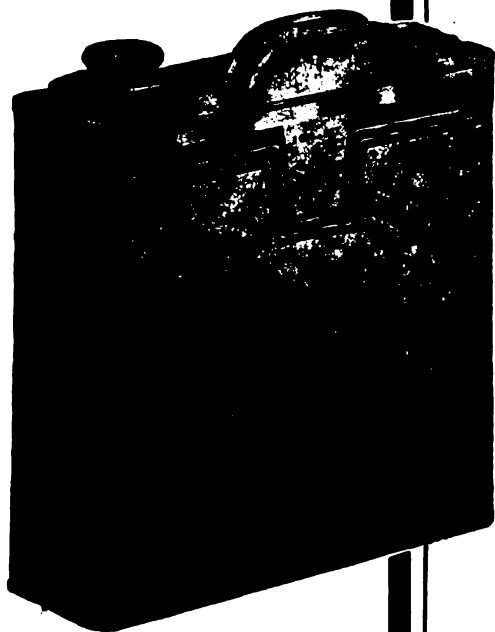
It is well known that through the reading of live hardware publications people absorb much information unconsciously.

We are sorry we haven't more detail about Miss Hennessey, but unless someone comes along to rob the Bunting Hardware Company of her services through setting her up in an institution of her own, her work as advertising manager will continue to grow, and she can be depended upon to grow with it.



MISS MABEL HENNESSEY

One of Missouri's fair daughters, whose ability as an advertising manager is unquestioned, being connected with one of the largest hardware institutions in the Middle West.



Gearese

A transmission and differential lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.

Cupese

A cup grease made from mineral oil base. Uniform in quality; does not cake nor liquefy.

Motul

A quality motor oil for fine, high speed automobile engines.

"Scientific Lubricants for Scientific Lubrication"

The Day of the Super-Lubricant is Here

IN THESE times of swift action and big events an extra burden has been placed upon the passenger car and motor truck. On every side the demand is for more speed—increased power—heavier loads—and greater endurance.

Under this additional stress it becomes more vital than ever to use lubricants that will safeguard costly running parts against destructive friction.

Lubricants bearing the famous S-F trade mark are made from scientific formulas worked out in the course of long and careful experiment by our lubrication engineers. They are "Super-Lubricants," designed to reduce friction to a minimum and impart long life to the car under the most strenuous conditions.

Write for Booklet

To Dealers: A particularly interesting proposition is offered to Dealers in "open" territory. Write today for full particulars.


SWAN & FINCH
COMPANY
NEW YORK

Quality Oils and Greases Since 1853

Philadelphia
Providence

Chicago
Hartford

DISTRIBUTORS

Motor Mercantile Co. Salt Lake City, Utah
 Chanslor & Lyon Co. Portland, Ore.
 Kimball-Upton Co. Sacramento, Cal.
 Kelley-How-Thomson Co. Duluth, Minn.
 Richards & Conover Hdw. Co., Kansas City, Mo.

PACIFIC COAST REPRESENTATIVE

Norman Cowan Co. San Francisco, Cal.

Tire Dealers' Part in After-War Prosperity

“WHAT will peace mean to the business of America and particularly mine?”

This is the question that probably every automobile and accessory dealer and tire repairman in the country has put to himself in the last few weeks. It is a question that can only be answered in some sort of general way.

In the first place, the dealer or repairman can base his answer to the question on business as a whole, by what is said and done in the big industrial centers from which he gets his products to sell, but as for individual prosperity and business development—the answer to that lies with himself and his ability to forge ahead with the automobile and accessory industry.

The government's lifting of the restrictions in the manufacture of both automobiles and accessories has already stimulated business in proportion to the release of raw materials. It will take automobile production a little while to reach its peak, but this will only be checked by the slowness with which the government releases steel and not by the demands of the business.

While the automobile business is climbing back to former levels the number of motor trucks will increase tremendously, until in five years from now truck registration will undoubtedly equal automobile registration. This fact alone means wonderful possibilities of business development to every dealer.

Tires and tire accessories will gradually reach that point of production where an adequate supply can be assured every dealer. The tire business alone will keep pace and will get back to its pre-war position as soon as the automobile business again gets into full swing.

As for the immediate prospects of the automobile and accessory dealers, and for perhaps the next twelve months or during the time the automobile business is getting back into its old stride, there are something like 5,000,000 passenger cars in operation in the country which will be kept running with new tires and accessories. On top of this there are about 300,000 motor trucks that will require both pneumatic and solid truck tires.

Wonderful Sales Possibilities

The reconstruction period which this country now faces, and every dealer will sooner or later recognize as being full of wonderful sales possibilities, will also carry with it some sobering thoughts concerning the administration of everyday business affairs.

Just now many dealers have assumed that because the war has been drawn to a close through the signing of an armistice, the best way to marshal their interests and promote business is on the old method of extravagance

and waste. Immediately upon the cessation of hostilities many dealers, flushed with the prospects of a quick and overwhelming wave of prosperity, cut loose their free road service forces, eliminated tire conservation measures and started out to get business in as reckless and extravagant manner as in the old days before the war.

Be Aggressive, but not Wasteful

And this is the thing that will spoil rather than help the chances for prosperity during the era we are now entering. The war brought home its lessons in waste and extravagance better than anything else could have done. It taught America what conservation and economy meant and just how the conservation practiced by the individual had a direct bearing on the nation's economic problems. Through conservation America made the winning of the war by the United States and the Allies possible. Conservation and economy will be the two factors that will bring America through the reconstruction period prosperous and happy.

In a way, the war will have been fought in vain if we, as a nation, resort to the old wastes and extravagances we practiced before the war. There is no other business that involves the finances and is so directly wrapped up in the country's economic problems as the automobile and accessory industry. Transportation is largely dependent upon this industry, more money is involved in its maintenance than in any other, and vast numbers of men and women are dependent upon it for their daily living.

If then we forget the lesson we have learned, that the service of conservation—of “trouble prevention” is the best policy for the dealers as well as consumers during war times, and must of necessity be the best policy during peace times, we will be facing an uncertain business condition in the days that follow and a certain shortage of profits.

Once the motoring public has been convinced of the practicability and economy of the “service of prevention” or of conservation the easier it is to retain its confidence in such service. And the motorists were sold on that idea during the war. They learned that the tire and accessory business could be like any other business in which the best merchandising principles are followed.

During the past two years many motorists have had to come to the conservation idea and now if the dealers drop back into the old rut of vending tires rather than selling “preventative service” the whole idea that has been fabricated for the dealers' and consumers' benefit will be shattered. The good work the dealers have done in getting their customers to look upon the automobile accessory business as a

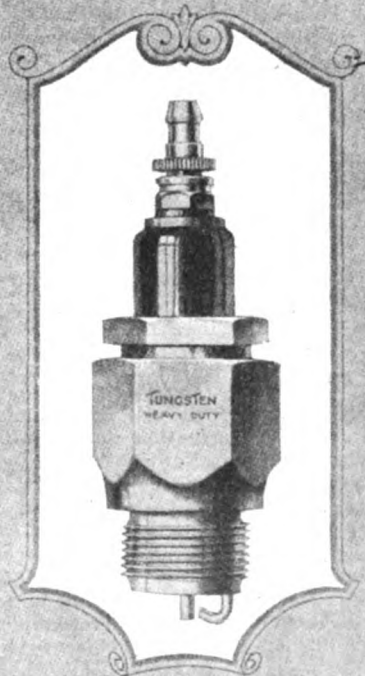
TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job

Real quality can only be proven by service. We prefer to have you judge Tungsten Plugs by their actual performance rather than by printed claims.



TUNGSTEN MFG. CO.
MARSHALLTOWN IOWA

business from which they could expect the same kind of merchandising value on their purchases as they did from the clothing store or the hardware store, will have gone for naught.

It is true there is a brilliant prospect ahead for the automobile and accessory dealer, but it is much more promising and brilliant to the one who is organized in the basis of war days—that is promoting the conservation idea, keeping in constant touch with tire users and thus making sure that the best possible performance and service are rendered those tire users.

Every dealer should economize and eliminate useless overhead now as in the days when winning the war was the principal thought in our minds. Pushing ahead for business energetically does not entail an extravagant idea of free road service and trying to sell great numbers of tires simply for the immediate profit. It has been proven in the past, and will doubtless always remain a fact, that the greatest successes in business are those that have been made by selling service with a product—the kind of service that means a personal interest in results the consumer gains by using the product.

The tire dealer cannot do better than to mold his business policy after this pattern not only during the reconstruction period, but for all time—"preventative" service in tire selling—a service that does not require more than a knowledge of principles of tire conservation and the profitable accessories that go with such a knowledge—is the service that will insure a lasting, profitable business. —Goodyear Tire News.

Steel Hardware Co., of Wichita, Kan., has opened a branch at 3110 E. Douglas St.

The Todd Hardware Co. is successor to Walters Hardware Co., at Wagoner, Okla.

GREDAG GOES TO BIG UTILITY MERCHANDIZER

The Acheson Company, of Niagara Falls, announced at the Chicago Jobbers' Convention that negotiations have been completed whereby Edward A. Cassidy Company is to act as the sales department for Gredag.

Gredag is the lubricant perfected by Dr. E. G. Acheson, one of the noted scientists of this country on lubrication. It is a blending of the highest quality grease with exactly the right proportion of 99.9% pure Acheson-Graphite (not mined), and is manufactured by the special Acheson formulas and process.

The high quality of Gredag is evidenced by the fact that over 30 leading automobiles, trucks, motorcycles and tractors have made Gredag their standard lubricant, and that it is the recognized quality lubricant in the industrial field.

Plans are now under way and will shortly be executed for a progressive and far-reaching sales and advertising campaign, national in scope, and the splendid reputation made by Gredag in the industrial world, coupled with the Cassidy merchandising policy, offers a remarkable opportunity to the automobile trade.

NOT WHAT, BUT HOW?

Did you tackle the job that came your way,
With a resolute heart and cheerful?
Or hide your face from the light of day
With a craven heart, and fearful?
Oh, a trouble's a ton, or a trouble's an ounce,
Or a trouble is what you make it;
And it isn't the fact that you're licked that counts,
But only, How did you take it?

You're beaten to earth? Well, well, what's that?
Come up with a smiling face.
It's nothing against you to fall down flat,
But to lie there, that's disgrace.
The harder you're thrown, why, the higher you bounce;
Be proud of your blackened eye.
It isn't the fact that you're licked that counts,
It's HOW did you fight? and WHY?

And though you be done to death, what then?
If you battled the best you could,
If you played your part in the world of men,
Why, the critic will call it "Good."
Death comes with a crawl, or comes with a pounce,
And whether he's slow or spry,
It isn't the fact that you're dead that counts,
But only, HOW did you die?

TIRE RE-TREADING MACHINE IN DEMAND

The Romort Mfg. Co., Oakfield, Wisconsin, are manufacturers of what is known as the Ewald Tire Re-Treading Machine for garages, vulcanizing and tire repair shops, and the automobile world generally.

Everyone knows there are thousands of tires that are thrown away or discarded because of tire abuse, neglect and the failure to have tires repaired.

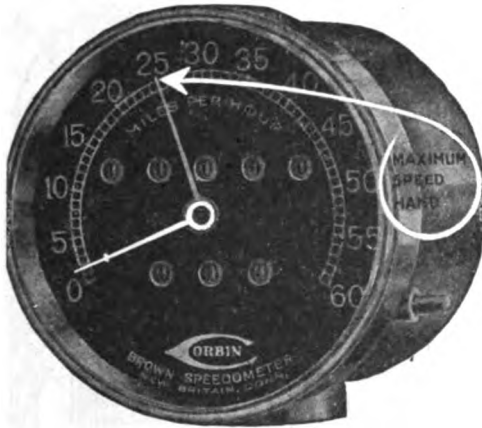
So long as tires were plentiful and the public had plenty of money to buy them, the average user was little interested in tire conservation, but with the shortage of tires, the increasing price, such outfits are becoming more and more in demand.

A number of tire men who have installed these repair outfits state that one day's work with them will more than cover the cost of the outfit.

These are useful not only for tires, but in enabling farmers to repair their harness, machinists and manufacturers in taking care of their belts.

The price of the outfit is only \$20.00 and the Romort Mfg. Co. will be glad to give full information to any of our readers upon request.

Get your happiness out of your work or you will never know what happiness is.



Your Store Becomes Quality Headquarters

—known by your customers as such and by them so recommended—when you stock the ever-reliable, always accurate

CORBIN-BROWN SPEEDOMETER

There is a just-right model for every automobile, motor truck and motorcycle—a model complete in every detail, soundly constructed, painstakingly manufactured, positively accurate in recording mileage, speed, fuel consumption, tire performance.

With the strong come-back of motoring and motorcycling, the irresistible impetus the expansion of business already is giving the trucking industry, coupled with the steady demand for Corbin-Brown Speedometers, your Speedometer turnover is bound to be regular and profitable.

The Maximum Speed Hand furnishes an argument that means multiplied sales. It requires no watching. The driver keeps his eyes on the road while this exclusive device climbs to the highest speed made and remains there until reset to zero. The speed record can be read at any convenient time.

*You will find our dealer
proposition broad-gauged.
Write for it and ask also
for a catalog*

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of Corbin Duplex Coaster Brake

Trade Mark Registered, U. S. Pat. Office

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

**As easy to sell as a package of
tacks—and far more profitable.**

Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.

The "Modern" Factory,
equipped to make all
types of brake lining
and all widths up
to six inches.
5547 Lena St.,
Philadelphia,
Pa.

\$1.25

COMPLETE





E. M. HEALEY



JOHN C. FISCHER

Presidents of two of the big Retail Hardware Associations, whose annual conventions will be held next month and where auto accessory business will come in for its full share of discussion, for it is well known that Michigan and Iowa are two of the states where auto accessories are in demand.

SIMPLICITY IN YOUR TALK

Simplicity of language is always most forceful.

For instance:

A young man who aspired to be an orator spent hours reading the dictionary. "What are you looking up?" a friend inquired. "Oh, just new words—big words—some that are different," was the reply.

"Then burn the dictionary—and learn how to use the few words you already know. The object of language is to convey thought, not hide it."

You can offend nobody by simplicity. You may offend many by employing needless, meaningless phrases.

It is better to forget cleverness and aim at facts. Too much cleverness weakens argument. A mere play on words may amuse, but it does not sell goods. When the mind of your prospect is taken away from the main points of the argument, by superfluous words or meaningless phrases, he forgets what you started to talk about—consequently his mind is in a "muddle" and not centered on the main points.

WOULDN'T BE WITHOUT HARDWARE WORLD

Every issue of the **HARDWARE WORLD** is worth double the price. We wouldn't be without it; in fact it pleases us in every way. Every retail merchant should read and digest everything in it very carefully.

Oklahoma. **BLUEJACKET SUPPLY CO.**

THE CLERK WORTHWHILE

(Copyrighted)

I like to trade with him—that clerk
Don't seem to be afraid of work.
That clerk is surely well worthwhile
Who says, "No trouble!" with a smile.

I s'pose that clerk is human—p'raps
He has his faults, like us poor chaps;
But I'd forget 'em! He's worthwhile;
He says, "No trouble!" with a smile.

Wife says grammar isn't his strong holt,
But he knows stock to smallest bolt;
Finds what I want; yes, he's worthwhile;
He says, "No trouble!" with a smile.

If out of stock, what does he do?
Just says, "I'll order it for you;
The smallest order is worthwhile,"
Then says, "No trouble!" with a smile.

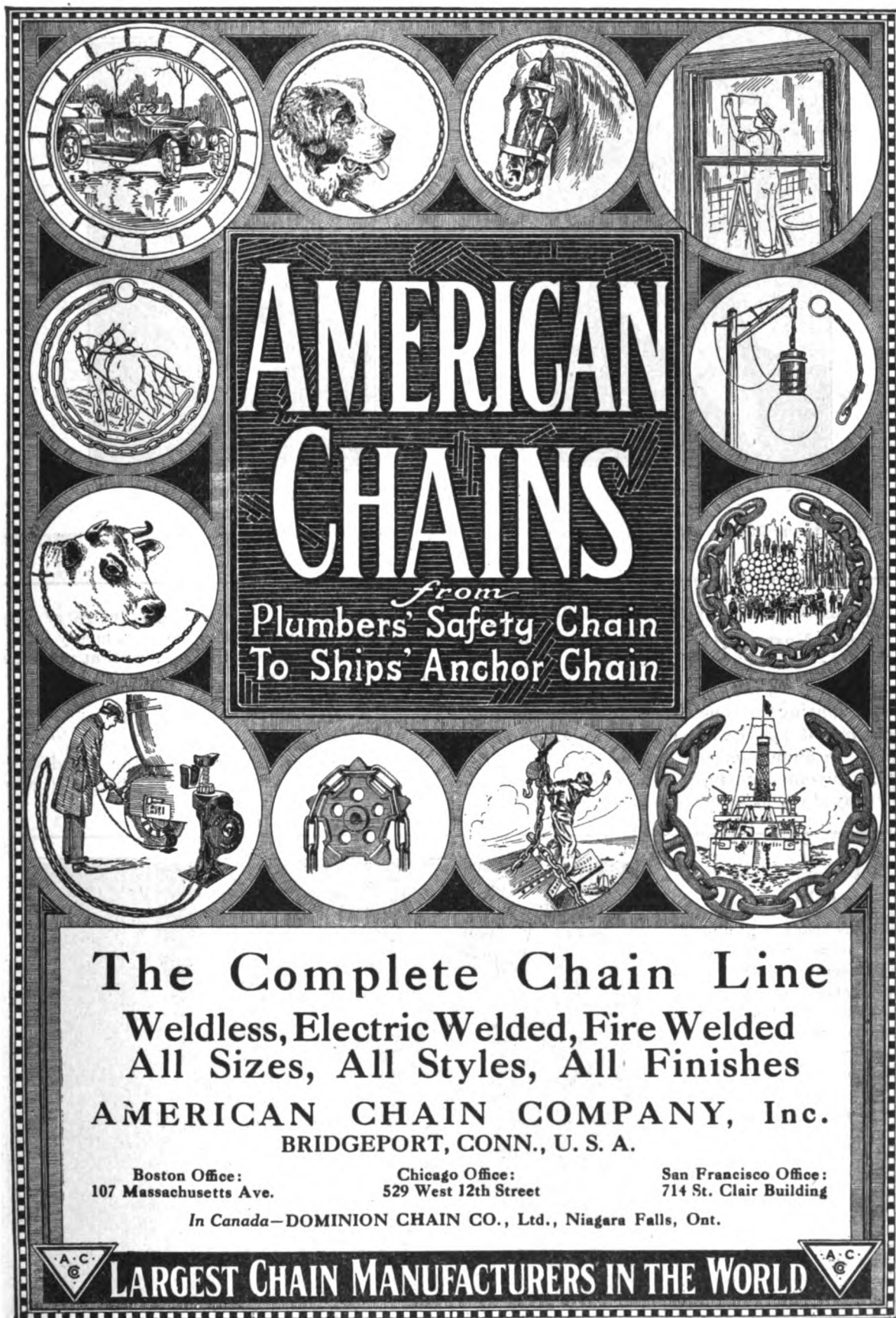
There's fourteen hardware stores in town,
But wife and I just trade with Brown;
You see we think that clerk's worthwhile,
Who says, "No trouble!" with a smile.

GET READY FOR A BIG ACCESSORY YEAR

There are many conservative merchants who have held back from installing a stock of auto accessories, including lubricants, tires, etc., on account of the restriction in the production of automobiles during the closing period of the war, who will at once make up for lost time and get busy and install a stock.

Every indication is for the largest accessory business that has ever been developed.

The accessory business is no experiment, but is recognized as a vital factor in every successful hardware merchant's stock.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

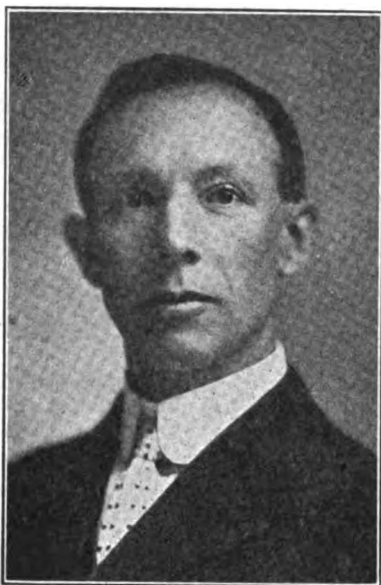
Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD



C. C. HELLER
Pres. Ohio Assn.



OTTO SOUGSTAD
Pres. N. Dakota Assn.

Two more presidents, whose conventions this month will be well attended by the merchants of their respective states, who know these conventions are well worth while.

SEEKS AMERICAN MANUFACTURERS

Henry Mayer & Co., a **HARDWARE WORLD** subscriber, located at 30 Denman St., London Bridge, S. E. 1, London, informs us he is desirous of getting in touch with American manufacturers of any good selling proposition, but chiefly in aluminum and enamel ware and cutlery. Anyone desiring a representative in London may do well to correspond with them.

A polecat on a highway gets more of the world's attention than a violet on a mossy bank—but it's not the kind of attention that inspires the desire to possess.

THE HUMAN DYNAMO

"He calls himself the human dynamo."

"No wonder," responded the hardware dealer, sadly, "he charges everything he gets from me."

A SALES-MAKING DISPLAY

Here is shown a photograph of an attractive window display recently made by the Pope-Atchison Hardware Co., Great Falls, Montana, showing products of the Columbian Rope Co.

The Columbian Rope Co., Auburn, New York, will be glad to be of assistance to any of their representatives for making attractive cordage displays.

A rope and cordage display is somewhat unusual and is sure to attract attention, and aside from attracting attention, is sure to increase sales on cordage and other products.





**If this mark is on the bale,
You've chosen well-**

Identification is safety!

Identify your friend, your workers, your machines.

Identify your waste by name, by trademark.

Say Royal and specify which one of the twelve grades is best suited to your need of service and price:

White Grades: Baron, Count, Czar, Duke, Earl, Emperor.

Colored Grades: King, Marquis, Mikado, Prince, Rajah, Sultan.

Examine the label on every neat, clean burlaped bale, with new steel bands.

The reason why is told in "Producing the Fittest in Waste," which is yours for a letterhead request.

The Royal Sampling Catalogue may be had of your jobber or us.

For profit's sake keep in touch with the impressive Royal Magazine campaign.



ROYAL MANUFACTURING CO

General Sales Offices and Plant
RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street
Chicago Office—Peoples Gas Bldg.
Pittsburgh Office—Oliver Bldg.
St. Louis Office—Pontiac Bldg.
Boston Office—Rice Bldg.
San Francisco Office—Wells Fargo Bldg.



P. J. JACOBS
Secy. Wisconsin Assn.



A. R. SALE
Secy. Iowa Assn.



L. D. NISH
Secy. Illinois Assn.



ARTHUR J. SCOTT
Secy. Michigan Assn.



JAMES B. CARSON
Secy. Ohio Assn.

Small photos of big men in Hardware Association work. Everyone is a veteran and enjoys a high degree of confidence of the merchants in their respective states. Their conventions this month will undoubtedly be largely attended and it is safe to say that the sale of auto accessories will have a good share of attention in their discussions.

HEL-FI SPARK PLUGS

The Hel-fi Company, of Belvidere, Ill., has purchased and taken over the entire assets and business of the Motor Accessories Manufacturing Company, formerly located at Marshalltown, Ia., and will continue the manufacture and distribution of the Hel-Fi line of spark plugs.

C. C. Eldridge, formerly president of the Motor Accessories Manufacturing Company, is president of the new organization which has been organized to provide the further financing rendered necessary by the tremendously increased demand for Hel-Fi plugs. New manufacturing facilities have been provided sufficient to take care of present volume and also sufficient to enable the new organization to enter upon an aggressive advertising and sales campaign which will place the Hel-Fi line before the consumer and the trade throughout the United States. Heretofore distribution has been limited largely to Western territory because of limited production capacity.

The Hel-Fi Company controls numerous patents, including those of multiple point construction, and, moreover, the Hel-Fi Company was the first to feature non-housed electrodes. Another patented construction feature is the four-tongued internal spring gland which has served to eliminate porcelain breakage, compression leakage and other defections of average spark plug construction. The Hel-Fi line has been on the market for a good many years and the entire output has been taken over by distributors who have year after year handled the line as offering greatest possible merit. In 1919, for the first time, Hel-Fi plugs will be offered generally to the trade throughout the United States, Canada and for export, with ample volume to take care of distribution.

The reason that some men accomplish more than others is that they attempt more.

Life itself is a building—a home—it rises slowly day by day through the years. Every new lesson we learn and practice lays a block on the edifice which is rising silently within us. Every experience, every influence that impresses us, every book we read, every article on modern merchandising methods we read, every act of our commonest days adds something to the invisible building.

PASSING OF MRS. SHAPLEIGH

The death of Mrs. Helen Shapleigh, wife of Richard V. Shapleigh, president of the Shapleigh Hardware Co., occurred at St. Luke's Hospital, St. Louis, after an illness of two weeks.

She is survived by Mr. Shapleigh and a daughter, who will have the sincere sympathy, not only of their personal friends, but of many business acquaintances as well. She was a most estimable woman and a beautiful character who will be sorely missed.

L. A. RAASCH AFFILIATES WITH WALDEN & WORCESTER, INC.

L. A. Raasch, former sales manager of the Gemco Manufacturing Co., Milwaukee, Wis., has resigned his position to become affiliated with the Walden & Worcester Co., Inc., Worcester, Mass.

He leaves the Gemco Manufacturing Co. with their best wishes, and they have expressed sincere regret at his severing his connection with them. He has a wide acquaintance, and is one of the best posted men connected with the trade.

Succeeding Mr. L. A. Raasch, Mr. George H. Treviranus will assume the duties of sales manager.

He has been connected with them for the past two and a half years, and five years previous to that time was connected with the Evinrude Motor Co.

Rose Tire Pumps

Over 1,000,000 in Use Today

Many Need Repair. Are You Getting Your Part of the Repair Business?

We Can Make Immediate Shipment of Repair Parts

ORDER TODAY

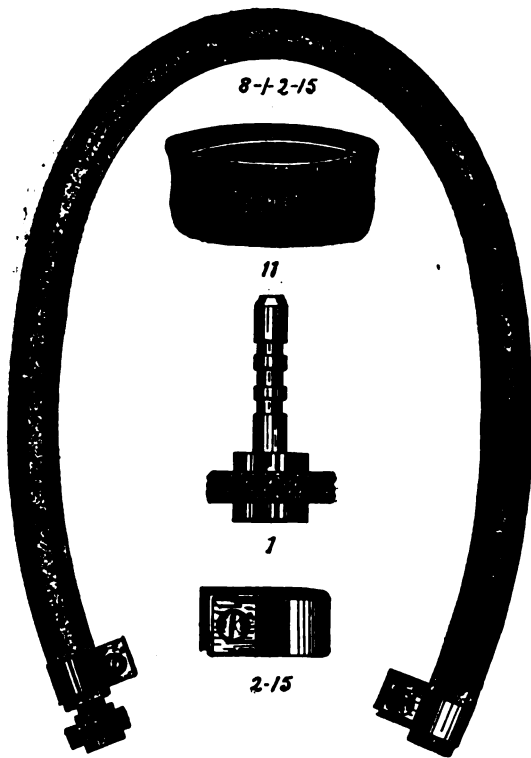
No. 8-1-2-15, Assembled	.60
No. 2-15 - - - - -	.10
No. 1 - - - - -	.10
No. 11 - - - - -	.15
No. 8, Per Foot - - -	.15

**Electros for Catalog, 1919.
Inserts With Imprint**

Department C

J. H. HANEY & CO.
HASTINGS, NEBRASKA

Manufacturers of Rose Tire Pumps, Grease Guns, Auto and Tractor Fan Belts and Clutch Leathers



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY
PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.



Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

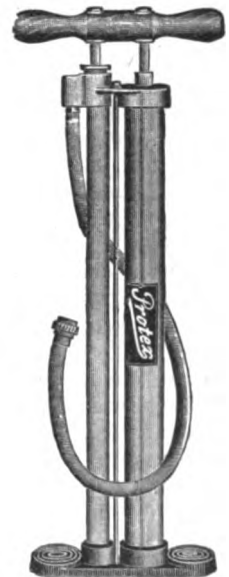
Other Protex Products

Tire Removers	Connecting Rod Wrenches
Tire Gauges	Double End Spark Plug Wrenches
Tire Holders	Piston Ring Compressors
Fire Extinguishers	Breather and Oil Fillers
Oil and Grease Guns	Tire Pumps
Triple Socket Wrenches	Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.

13-15-17 N. Jefferson Street - - - Chicago, Illinois



Sidelines That Are Not Sidelines

SIDELINES with some hardware stores remain sidelines because no effort is made to take them out of the sideline class.

Fifty-seven Kinds of Flashlights

Take flashlights, for instance. How many hardware retailers advertise them for specific purposes? Probably one in every ten. But how many merchants stock flashlights for special uses? Probably one in a thousand. Yet it has been proven by the C. Rogers Company, Springfield, Mass., that it pays to specialize in flashlights as it does in other things.

They carry no fewer than fifty different styles of flashlights, for every purpose, from flashing the keyhole to flashing an animal on a hunting trip. Not only does the Rogers Company specialize in flashlights; they do not jumble up all the uses for flashlights in a single advertisement, as so many hardware retailers do. Every week an advertisement appears in the local newspaper devoted to the description of a different kind of flashlight. Here is just one such example.

This is the way he spotted Mr. Coon:

The hunter came in here and bought a double length flashlight, and he said afterward that he flashed that spotlight slap on Mr. Coon, fifty feet up a tree.

One slogan which this concern has popularized is: "Our Flashlights Take the Dark Out of Darkness."

Cooking Recipes That Sell New Appliances

The American Hardware Store, Inc., Bridgeport, Conn., have an original method of popularizing the latest cooking appliances. Instead of stocking the standard tin, enamel and aluminum articles to the total exclusion of new practical appliances that are boosted by national advertising, this concern actually pushes the latter in favor of the former. At the psychological moment a woman demonstrator is obtained and housewives are invited to sample the delicious cooking, the recipes for which are published in connection with the store's newspaper announcement.

The recipes look so good to the housewives that, their curiosity aroused, they attend the demonstrations to sample them. They are now two-thirds convinced and go home to see whether they can obtain such excellent results at home. They generally find it impossible to duplicate the success of the demonstrator, so they do a little thinking and realize that their tools are at fault.

The result is another new cooking article is sold. It is giving publicity to the recipes that makes the demonstration so successful, because it serves to reveal to the housewives the shortcoming of their present cooking utensils.

A Leather Goods "Alligator Corner"

The line of leather goods carried by a Spokane, Washington, concern is of the best. No cheap fiber articles find a place in their stock. This has entitled them to christen their leather goods department with a high-sounding name, and, best of all, they live up to it. The department is always advertised as "Alligator Corner," the two words being engraved on an alligator.

A Kodak for Posterity

Hallen, Tampa, Florida, has taken the kodak into the portrait class. He believes that a dozen kodak pictures taken when a child least suspects it is better than a cold, stilted portrait, in the taking of which a child is always self-conscious. His copy is of the kind that might have been written by a studio photographer instead of just a plain, everyday hardware retailer:

Boys Grow—they're little shavers today, and men tomorrow. No telling, the saucy, noisy freckle face that nobody notices much now, may be filling the world with his fame a few years hence.
You can do it with a KODAK.

Sidelines such as the foregoing will always be sidelines if treated as such. They have got to be boosted as much, if not more so, as your leading lines, if they are eventually to become valuable to you.

AHEAD OF THE BUNCH

Each Sunday the congregation repeated the Twenty-third Psalm in unison, and Mrs. Quick invariably kept about a dozen words ahead of the others all the way through.

A stranger attended the church one Sunday and after the services asked: "Who was the lady in the green hat, who was already by the still waters when the rest of us were lying down in green pastures?"

Every successful man knows more about his own business than he does about other men's.

"HARDWARE WORLD" FILLS EVERY REQUIREMENT.

We want to tell you that we are very much pleased with the "Hardware World," and consider it up to date in everything in hardware and kindred lines.

It certainly fills every requirement of what a hardware paper should be.

Our trade has been very good this year and we look forward to a fine trade the coming year. Everything looks bright and prosperous.

Sincerely,

EMPIRE HARDWARE CO.

Mr. Dealer---Have you a copy of this catalog?



THIS EVEREADY LOOSELEAF CATALOG AND BUYER'S GUIDE is most complete, showing the full line of Daylo Cases, Tungsten Batteries, Automobile Lamps, etc.

This catalog should be in the hands of every hardware dealer as a ready reference and buyers' guide.

On account of the looseleaf feature and the necessity of keeping a record for the purpose of keeping this catalog up to date they are not distributed by our jobbers, but by us direct.

If you are not supplied, write us at once. There's a copy for you.

NATIONAL CARBON COMPANY, Inc.
San Francisco, California





"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

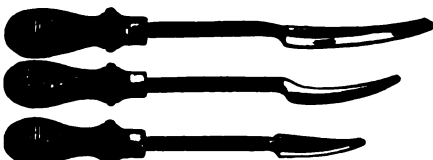
Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pne. Mch. Co.
1612 Kienlen Av., St. Louis
630-L Hudson Term., N. Y.

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.



O. H. ROBINSON
Pres. Illinois Assn.



O. N. BARNES
Secy. N. Dakota Assn.



F. X. BECHERER
Secy. Missouri Assn.



H. O. ROBERTS
Secy. Minnesota Assn.

Four prominent Association workers, whose annual conventions will be well attended.

"BUSINESS MUCH BETTER THAN EXPECTED"

This mild expression is the opinion of the Motor Mercantile Co., of Salt Lake City, the youngest automobile accessory jobbers in the United States, who have developed their trade to an amazing extent.

Mr. McMullen and his associates are receiving the congratulations of their friends for their wisdom in going into business just at the right time, apparently, but any time would have been the right time with these aggressive business men.

The Motor Mercantile Co. is an organization that is not surpassed by any similar institution in the country, as far as their ability to get results is concerned, judging from what they have achieved in the few months which they have been in business.

They handle auto accessories exclusively, devoting their entire attention and services to this line.

Service is something they insist upon rendering to their customers, and the cooperation which they give has earned for them an enviable reputation.

Aside from President McMullen and associated with him is V. A. Culver, sales manager, George G. Hansen, purchasing agent, each of whom are expert accessory men, who have a thorough knowledge of the business.

The outlook for 1919 is reported all that could possibly be expected.

The Columbia Garage, at Cathlamet, Wash., has been purchased by Thomas Warren, and the stock of auto accessories will be materially added to.

The Logan Hardware Co., Logan, Utah, who handle complete lines of hardware, housefurnishings, cooking utensils, report a very satisfactory season's trade and a good outlook for 1919.

Everton & Sons Co., Logan City, Utah, report a most excellent business during 1918, and are anticipating an even busier year during 1919. They handle full lines of everything pertaining to hardware and housefurnishings.

HARDWARE CONVENTIONS A SUCCESS

The annual convention of the Pacific Northwest Hardware and Implement Association, held at Spokane the week of January 15th, was fully in keeping with the standard which this convention has previously established.

The attendance was well up to normal, and the addresses were more than usually interesting.

We regret it is necessary for us to go to press too soon with this issue to give any detail of the proceeding of the convention, but some of the addresses will be published in later issues.

As has been the custom, the jobbers in Spokane provided every means of entertainment for the comfort and welfare of the visiting dealers.

It is to be noted that the most enterprising and successful merchants are those who attend the conventions, feeling that it is time well spent to meet with their fellow merchants, thus obtaining ideas and suggestions they can use in increasing their trade.

We understand that William Curtis has bought a half interest in hardware business at Eugene, Oregon, and will take an active part in the management of it.

The Jansen Implement Co., Lincoln, Cal., are preparing for an active season's campaign during 1919. Mr. Jansen has been increasing his stock, and reports a most satisfactory season during the past year, but they expect 1919 to be the banner year.

Hip Justins, formerly connected with the Cycle & Arms Sporting Goods Store, at San Diego, California, has taken charge of the sporting goods and hardware department of the mining company's business at Miami, Arizona.

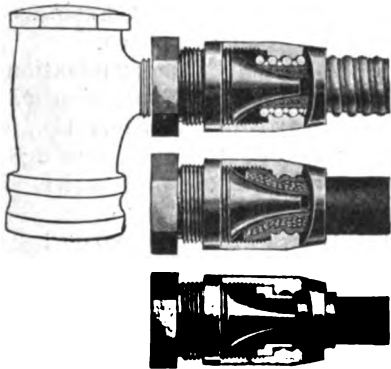
WOULDN'T BE WITHOUT IT.

Be sure and continue my subscription to that splendid paper, the "Hardware World."

I wouldn't be without it.

A. H. GRISWOLD.

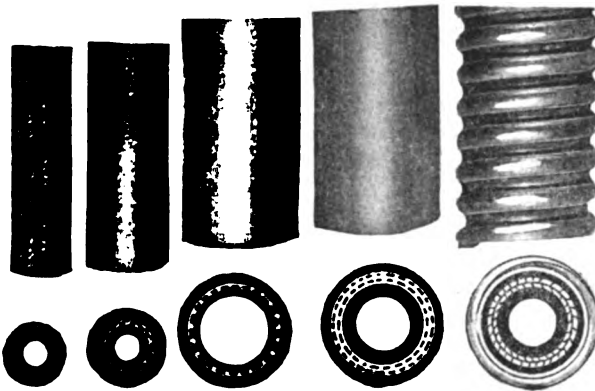
HERE IS A HOSE CONNECTION



THAT IS REALLY A REMARKABLE PROPOSITION

ONE connection takes ALL sizes of hose, as illustrated, or any hose from 5/16" to 3/4" outside diameter, regardless of inside diameter.

The connection at the other end is 1/4" pipe thread and fits all ROMORT Automatic Air Valves or other connections with standard 1/4" pipe thread.



A jobber with this one coupling in stock can meet all demands within those sizes, either plain, braided cover, or metal armored hose.

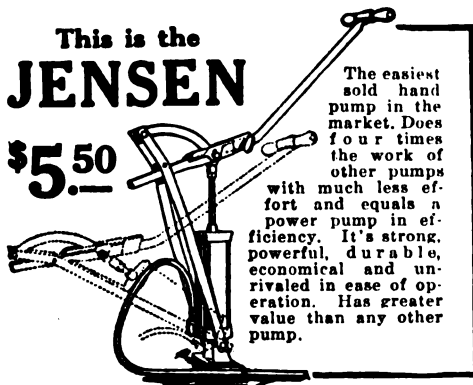
MADE THROUGHOUT OF HIGH DUTY BRASS,
WHITE NICKEL FINISH

Manufacturers
ROMORT MANUFACTURING CO.,
Oakfield, Wisconsin

Sales Department
THE ZINKE COMPANY,
1323 S. Michigan Ave., Chicago, U. S. A.

This is the
JENSEN

\$5.50



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois

Best Business Guarantee

Each item that offers 100% service guarantees the customer maximum satisfaction and steady profits to the dealer. To this active productive class belongs the powerful

SAMSON PUNCH



Write for
Proposition
Prices, Etc.

To workers in sheet metal, furnace piping, roofing, leather, paper, fabrics, etc., the Samson offers definite assurance of maximum service and satisfaction.

Samson capacity — sheet iron and soft steel up to 20 gauge; paper, cloth, leather up to 1/4". Tool takes 7 interchangeable punches and dies — sizes from 1/16" to 1/4" diameters. Drop

forged steel, nickel plated. Made to last.

Sold on Every Continent on the Globe
MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

ARE YOUR WINDOW TRIMS PULLING IN MONEY OFF THE STREET FOR YOU? IF NOT, WHY NOT?

Progressive merchants all over the country are realizing the immense advertising and sales-making values contained within their show windows and are making the greatest possible use of it.

The day of the merchant who only trims his windows because he has space, and to make use of it, is past.

Simply filling your window with a conglomerate lot of articles or even with a few, poorly arranged, does not attract the passerby, and has no practical value at all. To make the window of any real value you must study the topic with care.

Good Window Trims Increase Prestige

Attractive window displays tend toward a general betterment of merchandising; they increase prestige and build up good will.

The show window is the merchant's point of contact with the general public.

He gets closer than that only to his actual customers. In the show window he gets an actual point of contact through which he is able to emphasize himself and his store to anybody who will stop and look.

Reflect the Personality of the Store

The show window reflects the policy and the personality of the business. The combined efforts of newspaper advertising and show-window displays are the eyes of the store.

Human traits are read from human features; so are store characters read from store advertising and window displays. The expression put into these most important elements of publicity is a fair guide to the quality of the organization behind it.

If merchandise be worthy of thought, time and labor in arranging window displays, it should be worthy of mention in the newspaper advertising.

Real Merchant Won't Overlook the Chance

This good business opportunity should never be overlooked by the merchant.

A well-composed advertisement, carefully arranged, and a tastily dressed show window, like a well-groomed man, reflect the presence of refinement.

It is a fact that attractive window displays have become a necessity. It is a means of advertising merchandise and is worthy of the careful consideration of any merchant who would be up with the times.

Ballou & Wright, jobbers of auto accessories and bicycles, are having an eight-story concrete structure erected at Tenth and Flanders streets, Portland, which will be occupied by them as soon as completed.

H. R. Cannon has purchased the B. E. Nosler hardware store at Pomona, Cal., formerly owned by Skrable & Stroud.

ORGANIZATION OF PACIFIC HARDWARE & STEEL CO.

Announcement is made of the organization of the Pacific Hardware & Steel Co., of which H. Roth is president; Godfrey Rueger, vice-president; Arthur Roth, secretary and treasurer, whose principal place of business is at 942 Mission street, San Francisco.

They announce that the organization now assuming this name has no connection with the former Pacific Hardware & Steel Co., whose business was consolidated some time ago with that of Baker & Hamilton, and which is now the Baker, Hamilton & Pacific Co.

The institution which has now been organized under that name will conduct a specialty hardware jobbing business, and Messrs. Roth and Rueger recently spent some time visiting the various manufacturers in the East, arranging for their stock and supplies.

They plan a more aggressive business campaign that heretofore, their salesmen covering the Pacific Coast.

Mr. Rueger was formerly identified with the old firm of the Pacific Hardware & Steel Co. for many years, and was likewise associated with Dunham, Carrigan & Hayden and enjoys a wide acquaintance.

ACCESSORIES WILL BE FEATURED

Enterprising merchants will lose no time now in making their preparation for a big accessory business in 1919.

Hardware merchants are already in the accessory game to a large extent in tools and supplies, which have been a part of their stock for years.

It only needs the addition of such articles as spark plugs, tires, lubricants, horns and similar articles, and a little enterprise to make their facilities known.

The accessory business is generally a cash business, and successful merchants are planning for a big year's trade.

WANTS AGENCY AMERICAN MANUFACTURERS

Mead Cycle Co., Inc., 50 George St., Birmingham, and 11-13 George St., Liverpool, England, advise us they are interested in securing the agency for the United Kingdom and British Colonies for all kinds of American products, such as gramophones, baby cars, safety razors, domestic appliances and other merchandise which can be sold by mail on cash and credit terms.

They will give serious consideration to any article of genuine novelty and merit.

Correspondence may be addressed to them as above.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

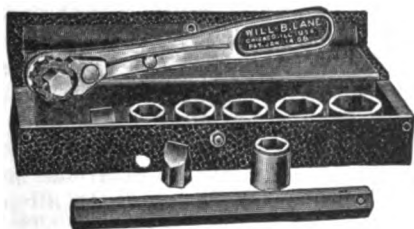
Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Ford Set

No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-grade steel and case-hardened.

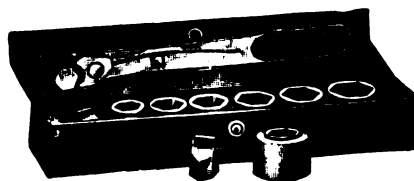
The Ford Set Contains:

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- 6 sockets to fit all nuts and bolt heads on Ford car, including cylinder head.

*Manufactured
... only by*

WILL B. LANE

180 NORTH DEARBORN STREET



Standard Set

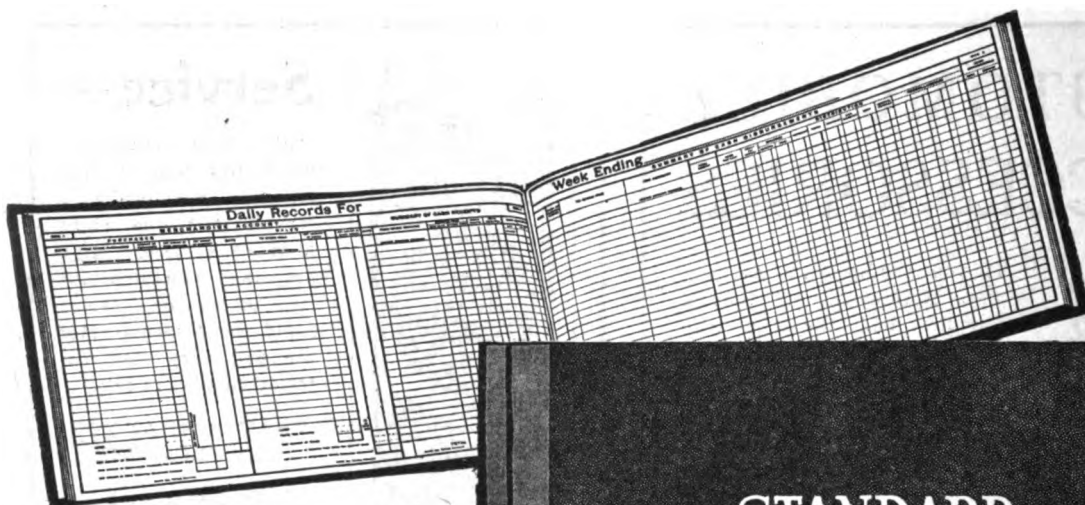
Handles drop-forged.
Manufactured and sold for past 10 years on merit.
Handled by jobbers in all parts of the world.

Every part fully warranted

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows: U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{1}{2}$ in. A. L. A. M. Standard from 5-16 in. to 11-16 in. Can screw heads from 5-16 to $\frac{1}{2}$ in.

CHICAGO, U. S. A.



STANDARD SELF ACCOUNTOR FOR RETAIL MERCHANTS

In view of the necessity for retail merchants in every line of business to keep accurate and correct accounts, nothing is more important than a simple and convenient book of records, especially when it will save time and work and replace numerous books and records that have been regarded as a necessity in every bookkeeping system.

The Standard Self Accountor, so named because it is a simple and convenient book of records that replaces the ledger, the journal, the day and cash book, has been endorsed by leading wholesale institutions in every important line of merchandising.

It is a book $9\frac{1}{2} \times 17\frac{1}{2}$ inches, containing 106 pages of white paper and 6 pages of ledger paper, of which a facsimile is here presented.

It is published by the Standard Accounting Forms Co., 230 South La Salle street, Chicago, who doubtless would be glad to send sample pages and give full information upon request.

Our interest in this lies in the fact that we believe we are doing the retail merchants a service who do not care to keep a complicated set of books, especially smaller merchants, where records of this kind will doubtless give them all the information that is needed, and perhaps give it to them in a way that will make it convenient and accessible at all times.

These books, we understand, retail for \$3.00 each. If desired, orders could be sent to the **HARDWARE WORLD**, and they will be forwarded to the publisher.

Henry Levy has disposed of his hardware business at Placerville to George Rieber.

The Fourth Street Hardware Store, Santa Ana, Cal., was sold to S. Hill & Son, who will close out the business.

STANDARD SELF-ACCOUNTOR

ADVANTAGES OF GRAPHITE

To the motorist who realizes that twenty-five per cent of the power delivered by his engine is lost in friction, the question of lubrication is one of paramount importance. Grease cups are gone over, oil reservoirs are watched carefully, bearings are inspected regularly and frequently cleaned.

Care in the selection of lubricants is important to him, too, as he realizes that each bearing, gear or spring requires its particular kind of lubricant. Engineers who are experts in the line of automobile lubrication point out that plain oils and greases squeeze out under great pressure and heat. When flake Motor Graphite is mixed in, however, the oil or grease serves as a vehicle to carry the graphite to all parts of the bearing or part to be lubricated. The flakes of graphite adhere to the surface, fill all the minute irregularities and form a tough, durable film which prevents metallic contact. The graphite does not squeeze out.

Many a man would never be heard of if not for his obituary notice.

C. E. Bryan has sold his general merchandise store at Elberton, Wash., to J. Bellock, of Waverly, who has taken charge and will add a complete stock of hardware.

H. F. Huber has taken over the factory and repair shop of the Reliable Auto Co., Roslyn, Wash. He is associated with Mr. G. I. Wilson, who will continue to handle auto accessories and supplies.

MOTOR MERCANTILE COMPANY**Wholesale****Exclusively**
**AUTOMOTIVE PARTS
EQUIPMENT
AND SUPPLIES**

Distributors for

Federal Tires, Cord and Fabric	"Genemotor" Ford Starting and Lighting System
Motul and Cyldene Oils, Greases and Cupese	Rives' Pedal Pads
Columbia Storage Batteries	Arrow Grip Truck Chains
Stanley Self-oiling Springs	Aluminite Solder
Johnston Curtain Windows	Gitts Oil Cups
Key Bee Spotlights	Ford "Ever-Safe" Brake Shoes
Fafnir Bearings	Raybestos, Non-burn and Thermoid Brake Linings
Zenith Carburetors	Chase Auto Top and Upholstery Materials
Reliable Jacks	"Rie-Nie" Winter Fluid
Lenox Hack Saw Blades	Vulcanizer Tools, Supplies and Equipment
"Dri-Kure-Retarder" Vulcanizer	
Edison Mazda Lamps	

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City


**FOR EVERY
MOTOR NECESSITY**

SEND FOR CATALOG NO. 250


WALDEN-WORCESTER, Inc.
Worcester, Mass.
PEARCE HOME CANNING OUTFIT

Every indication points to a large demand this season for Pearce Home Canning Outfits, thousands of which have been sold.

The Pearce outfit is the most complete and practical on the market. It appeals especially to the women folks of the household, and needs only to be shown to make sales.

It will pay the merchants to have a salesman simply to demonstrate this outfit.

It is attractive, easily sold, and is sure to bring you many new customers.

If your jobber cannot supply you, full information can be had by addressing the Pearce Co., Carroll avenue and Cherry street, Grand Rapids, Mich.

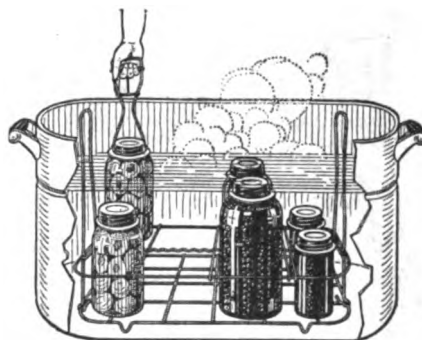
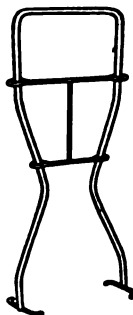
POVERTY

Mrs. A—I suppose you find many cases of extreme want during your visits to the poor?

Mrs. B—Yes, indeed. I visited a family today, and actually they hadn't a drop of gasoline for their automobile.

It isn't always the best cook who prepares the fanciest dishes.

A cheek of brass enables many a man to acquire gold.

**Showing Them Sells Them**

There will be a bigger demand than ever for Home Canning Outfits this season.

The Pearce Outfit, endorsed by the Good Housekeeping Institute and other organizations, is one of the most economical and practical outfits made.

The Locktite Pearce can lifter is to be found on no other outfit. It is the most simple and satisfactory of any.

If your jobbing connections cannot supply you, write us direct.

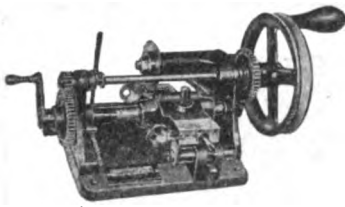
Needs only to be displayed to make sales.

Has points of superiority not found in any other.

Write for Full Description and Prices.

PEARCE CO

Carroll Ave. and Cherry St., Grand Rapids, Mich.



With the——
Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., 226 Fourth Street, Allentown, Pa.



NOT MADE BY THE INTERNATIONAL SILVER COMPANY

Once there was a concern which manufactured what they were pleased to call "silver" spoons. There was a dealer who bought largely from them, but was always clamoring for a lower price.

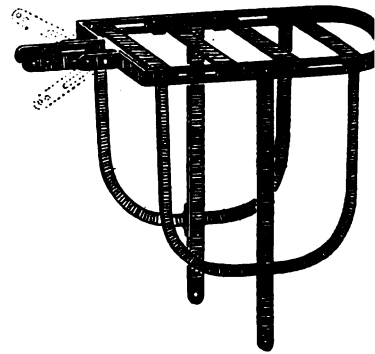
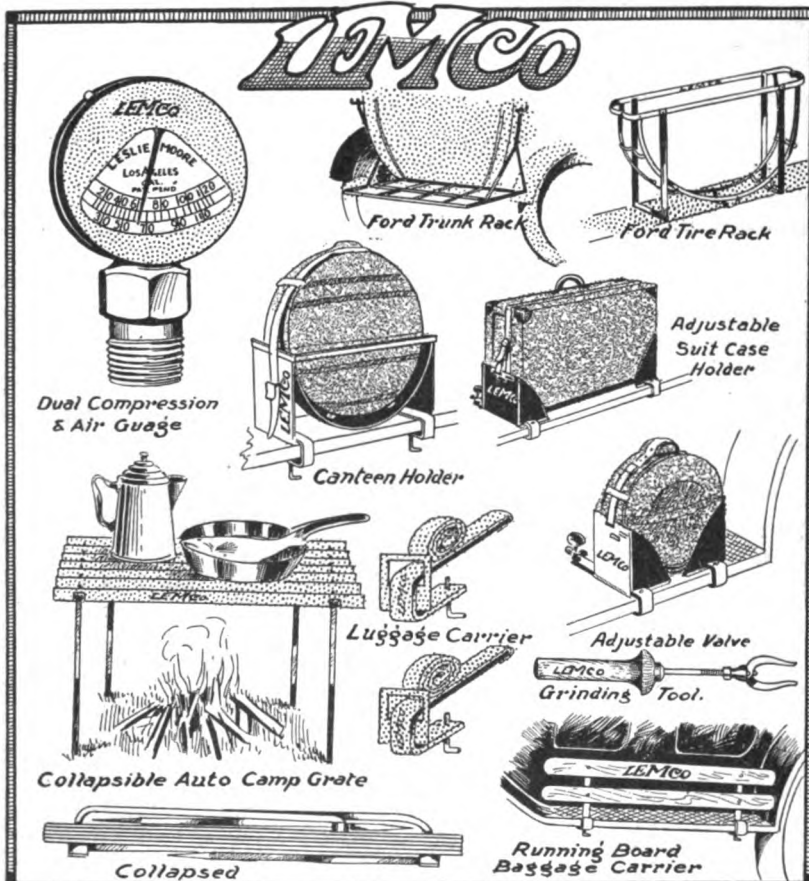
"But I can't lower the price," the manufacturer would say, "unless I put in more lead." "Oh, well, more lead, by all means," the dealer would say.

Some time later the dealer wired that he would take an enormous consignment if the price were cut another ten per cent.

"Can't cut price another penny," the manufacturer wired back.

"Put in more lead," wired the dealer.

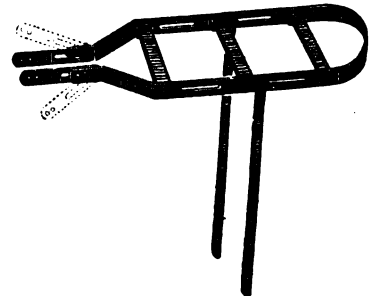
"Impossible," was the reply, "last lot shipped you were ALL lead."



Adjustable to Any Type of Bicycle

18-Inch Drop Frame, or 20 or 22-Inch

Provisions for Straps on Both Types



FOR SALE BY ALL JOBBERS ON PACIFIC COAST

MANUFACTURED BY

LESLIE E. MOORE, Inc., 1042 S. Olive Street, Los Angeles, Cal.

The Salt Lake Hardware Co.

JOBBERS OF

EVERYTHING IN HARDWARE

MINING, MILLING & GENERAL MACHINERY
AUTOMOBILE ACCESSORIES
ELECTRICAL SUPPLIES, PIPE & FITTINGS

Manufacturers of

"HARDWEAR" BRAND SADDLERY

OUR LINES ARE COMPLETE IN EVERY BRANCH



THE SALT LAKE HARDWARE CO.
SALT LAKE CITY, UTAH POCATELLO, IDAHO

A COMPREHENSIVE CATALOG

"Everything in Hardware" is the title of a magnificent catalog recently issued by the Salt Lake Hardware Co., Salt Lake City and Pocatello, and it fully justifies the name.

A loose-leaf catalog of more than 2000 pages, handsomely bound, embracing some eighteen departments, including:

- Mechanic's Edge Tools.
- Farm Implements.
- Plumber's Supplies.
- Heavy Hardware, Iron and Steel.
- Sheet Metal, Roofing and Conductor Pipe.
- Building and Shelf Hardware.
- Paints, Varnishes and Lubricating Oil.
- Scales, Safes, Store Fixtures.
- House Furnishing Goods.
- Enamel, Tin, Copper.
- Aluminum, Glass Ware.
- Stoves, Ranges and Stove Goods.
- "Hardwear" Brand of Saddlery.
- Shoe Findings, Trunks and Bags.
- Sporting Goods, Guns, Rifles, Revolvers, etc.
- Fishing Tackle.
- Cutlery and Silverware.
- Automobile Accessories.
- Bicycles and Bicycle Sundries.
- Electrical Supplies and Machinery.

One only needs to glance at this catalog to realize the vast amount of work that is entailed, which has resulted in a catalog of information, which merchants in the territory in which they operate will find one of the most attractive and useful catalogs that has been issued by any jobbing institution.

The goods are arranged in the catalog by departments, and it is a catalog that will doubtless be preserved and referred to by every merchant in the intermountain territory.

It is an encyclopaedia of information which is offered to the trade in a most attractive and convenient way and is valuable for reference for anyone selling any of the many lines for which they are the distributors.

People seldom appreciate anything they can afford.

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in contents and label that forces attention.

Prepare for calls—you will have them.

We will gladly supply samples.

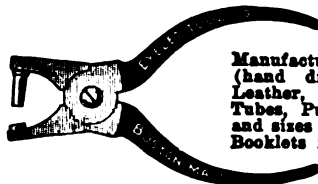
Ask your Jobber for
DURO-LAC Polish

—the only source of supply

International Sales Co.

522-526 West 9th Street
Los Angeles

MANUFACTURERS AND DISTRIBUTORS



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

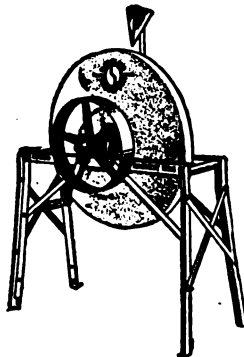
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



"WHY NOT"

There is a vital question in every business. For instance, take the problem of grindstones—the vital question for you is:

Which Grindstones Have Best Selling Qualities?

CLEVELAND GRINDSTONES

Are the Best That You Can Sell

The Cleveland Stone Co.
Union Bldg., Cleveland, O.

DEALERS ONLY

DELIVERED PRICES

Marine White - - \$2.65 in 1's

Best Grade House Paint
Also in Colors

Gloss Enamel White - \$2.50 in 1's

Pure White—Works Easy—No Sag

Flat White - - - \$1.95 in 1's

Solid Covering—For Wood or Plaster

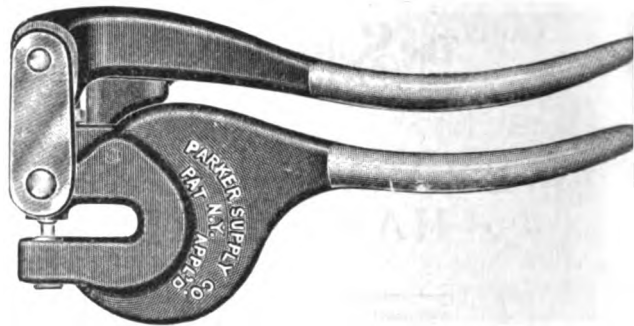
Chi-Nu-Var Floor Varnish, \$2.10 in 1's

Very Durable—Good Body

ORDER 12 GALLONS TO SECURE PRICE

OAKLEY PAINT MFG. CO.

Paint, Varnish and Kalsomine Makers
LOS ANGELES



MOST SATISFACTORY PUNCH

The Parker Supply Company, of 785 East 135th street, New York, manufacturers of the well-known Parker Expansion Bolts, and other Parker products, are bringing before the trade a Portable Metal Hand Punch, which is illustrated in this article. This Hand Punch is already attracting a good deal of attention by the unusual strength for its size. The manufacturers claim for it greater punching power than any hand punch of similar size, insofar as it will punch with ease a $\frac{1}{4}$ " hole in No. 16 plate. Punches and dies are manufactured for holes as small as $\frac{1}{8}$ ".

The construction of this punch is fairly well shown in the illustration. The punch is operated by the movable lever which is attached to the frame by a pair of side links, and it is the design and special arrangement of these side links, combined with the proportioning of the operating lever, that the additional power of the punch over the ordinary lever type is due. These are so arranged that the greatest pressure can be transmitted to the point of the punch when the lever has been closed to the point where the punch is about to "bite" into the metal. This is accomplished through the design being such that the force is being applied in a straight line when the real power in the punching operation is needed, and consequently the maximum result is obtained.

An idea of the power which can be applied by this punch may be gathered from the fact that due to the arrangement of the operating lever and links the ratio of the operating or power lever to the punching force is as 48 to 1.

Another feature of this punch is the ease and speed with which new punches can be replaced. By simply moving the swinging stop to one side, the handle is thrown back and punch changed. To close punch insert punch holder in socket and move swinging stop back to position.

Circulars and particulars will be sent to jobbers and dealers upon request of the manufacturers.

The one thing we need to fear most is fear.

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **STAINLESS** 15 OUNTS—no larger sizes. Big Value for user; Big Profits for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$39.00

Jobber's Assortment (12 Doz.).....15.00

Open Stock, all colors, per gross.....15.00

3% Freight allowance, F. O. B. N. Y., 3% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave. BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBER'S

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

GENCO SAFEGE RAZORS

The Geneva Cutlery Co., who since the beginning of the war have grown to be the largest manufacturers of high grade razors in the world, and who have previously made the standard straight blade or professional type of razor exclusively, are now featuring a GENCO razor with a Safege guard, known as the GENCO Safege.

The blade of the GENCO Safege is made from the same steel and forged and ground by the same methods



that have made the GENCO professional razors well known for their quality and efficiency.

The fact that a blade of this type lasts practically a lifetime makes it desirable in conjunction with a razor of the Safege type, by eliminating the necessity of purchasing additional blades, thereby conserving the much needed high grade steel, as well as saving the user considerable expense and inconvenience.

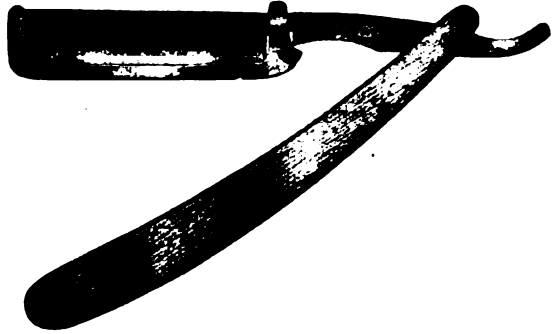
The guard of the GENCO Safege razor is simple and yet effective. It not only insures shaving with safety even aboard ship or on a moving train, but because of its peculiar position as it lays against the blade, it guides the razor to the correct position for perfect shaving results.

The absence of corners and small parts makes thorough cleaning of the razor a simple matter, and also makes this cleaning possible when running water is not always available, since the guard can be readily

detached and both parts thoroughly wiped dry and clean.

The razor is stropped in the same manner as the standard professional type of razors, and therefore it is easily kept in good shaving condition. In extreme cases where a regular strop is not available, it can be prepared for satisfactory use by stropping upon the palm of the hand.

The razors are packed in individual cases of genuine black leather or khaki and are shipped in display cartons, each holding one dozen razors.



The Geneva Cutlery Co., whose office and factory are at Geneva, N. Y., U. S. A., are enjoying an extensive business upon the GENCO Safege razor at this time.

The Pacific Coast office of the company is located in the Sheldon Building, San Francisco, with Mr. G. M. Griffith as manager.

Fred Empkie and his father, of the well-known jobbing house of Empkie-Shugart-Hill Co., Council Bluffs, Iowa, are planning to spend the winter in California.

READ BY EVERYONE, INCLUDING THE OFFICE BOY.

We want to say that we appreciate the "HARDWARE WORLD" as much, if not more, than any periodical that comes to our desk.

We find it brim full of good suggestions and reliable information, and we certainly want a copy of it in every one of the hands of our hardware clerks, including our office boy.

The wonder to us is how you get out a publication of this nature at so small a price. Very truly yours,

F. G. FOSTER COMPANY.



Do You Know Any Paint as Good?

556 CALPAO O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%
Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID 100%

Cal-Pa-Co Pure Linseed Oil..... 90%
Cal-Pa-Co Pure Turpentine Dryer..... 10%

100%

JOBBERS

STAYNER & DALY
Salt Lake City

KELLY, THORSEN & CO.
Portland

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles

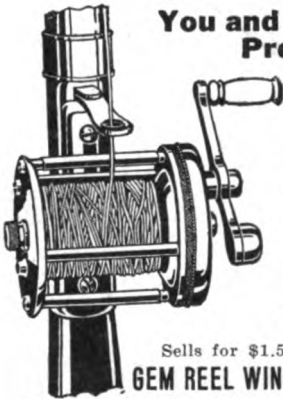
WHERE HE WAS SHOT

A negro who had been in France, and returned to this country wounded, was telling his companions how it happened.

"We wuz chargin' dem Huns," he said "when Ah got shot right frew whar mah heart is, an—"

"G'wan, nigger," said a listener, "if you done got shot frew y'o heart, you'd be dead."

"Ah didn't say Ah got shot frew mah heart," said the first negro. "Ah said Ah got shot frew where mah heart is. When Ah saw them Huns, mah heart went up in mah throat, an' it was up there when Ah got shot."



You and Fishermen Profit by this Sale

The ordinary straight wind of fish line lumps up, and winds back on itself and snarls when the reel is played out in casting. The upright arm of the Gem Reel Winder guides the line back and forth, giving a kite wind that will not snarl.

No Back Lashes for Fishermen—No Come-Backs for Dealers because the user is satisfied. This is proved by evidence of expert users.

Sells for \$1.50—Ask for Discounts
GEM REEL WINDER CO. 403, 132 Second St.
Milwaukee, Wis.

COMING CONVENTIONS

Nebraska Retail Hardware Association Convention—Omaha, February 3, 4, 5, 6, 1919. Nathan Roberts, secretary, Lincoln.

Wisconsin Retail Hardware Association Convention and Exhibition—Milwaukee, February 5, 6, 7, 1919. P. J. Jacobs, secretary, Stevens Point.

Michigan Retail Hardware Association Convention and Exhibition—Kalamazoo, February 11, 12, 13, 14, 1919. Arthur J. Scott, secretary, Marine City. J. Charles Ross, manager of exhibits, Kalamazoo.

Iowa Retail Hardware Association Convention—The Coliseum, Des Moines, February 12, 13, 1919. A. B. Sale, secretary, Mason City.

Pennsylvania and Atlantic Seaboard Hardware Association Convention and Exhibition—Pittsburgh, February 11, 12, 13 and 14, 1919. Sharon E. Jones, secretary, Fulton Bldg., Pittsburgh, Pa.

North Dakota Retail Hardware Association Convention and Exhibition—Fargo, February 12, 13, 14, 1919. Exhibition Fargo Auditorium Building. C. N. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention—Chicago, February 17, 18, 19, 20, 1919. Headquarters, Hotel Sherman. Leon D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention—St. Paul Auditorium, St. Paul, February 18, 19, 20, 21, 1919. H. O. Roberts, secretary, 1032 Metropolitan Life Building, Minneapolis.

Ohio Hardware Association Convention and Exhibition—Columbus, February 18, 19, 20, 21, 1919. James B. Carson, secretary, Dayton.

South Dakota Retail Hardware Association Convention, Coliseum Building, Sioux Falls, February 25, 26, 27, 1919. F. J. Shephard, secretary, Mitchell.

Kentucky Hardware and Implement Dealers' Association, Tyler Hotel, Louisville, February 25, 26, 27, 28, 1919. J. M. Stone, secretary, Sturgis.

QUALITY BRUSHES

— FOR 100% ECONOMY —



ESTABLISHED - 1851
THREE GENERATIONS
Through - Three - WARS

The WOOSTER BRUSH CO.
WOOSTER, OHIO. U.S.A.



CASTERS

FOR EVERY PURPOSE

"Gem" Roller Bearing Truck and Furniture Casters

"Harvard" Ball Bearing Casters

"Yale" Truck Casters

"Universal" Ball Bearing

"Universal" Oblong Plate

"Universal" Philadelphia Type

"Universal" Metallic Bedstead Casters

"Heron" Wool Wheel Hospital Bed Casters

Automobile Hardware

Furniture Trimmings

SOLE MANUFACTURERS OF "FELTOID" CASTERS



THE BASSICK COMPANY

General Office, Bridgeport, Connecticut

THE M. B. SCHENCK COMPANY
Division

UNIVERSAL CASTER & FOUNDRY WORKS
Division

THE BURNS & BASSICK COMPANY
Division

PACIFIC COAST REPRESENTATIVE

EUGENE C. SAUL, Monadnock Building, San Francisco, Cal.

APPOINT. PACIFIC COAST REPRESENTATIVES

The Chicago Spring Butt Co., of Chicago, have appointed Ewing-Lewis Co. as their Pacific Coast representatives for their entire line.

Their trade in the west has been developing to such an extent that it is necessary to have some representative constantly at the service of the western trade and it is with a desire to render the trade the most efficient and prompt service possible that they have secured the Ewing-Lewis Co. as their representatives, who will be glad to give prompt attention to all inquiries.

B. E. Nosler, who purchased the Skrable & Stroud hardware stock at Pomona, Cal., has sold it to H. R. Cannon, of the same place.

The Miller Hardware Co. has been organized by William Miller and O. T. Miller, of Chico, and have taken over the stock of the pioneer firm of Hubbard-Earll Co., at Chico.

J. H. Anderson has sold his interest in the hardware and implement store of C. J. Gunderson & Co., in East Stanwood, Washington, to C. W. Cornell. The firm will be incorporated under the name of C. J. Gunderson & Co., Inc.

L. A. Lee and J. Kunzman are opening a hardware store at Blythe, California, and will handle full lines.

"HARDWARE WORLD" GIVES BETTER LIGHT ON BUSINESS SITUATION

Editor **HARDWARE WORLD**:

I have just read your January number with a great deal of interest, indeed. In fact, the letters from the different hardware dealers through the country have given a better light on the situation relative to the outlook for business than any of the other papers and magazines that we have examined.

Yours very truly,
MAJESTIC MANUFACTURING CO.,
R. H. Stockton, President.

Jose C. Brown, who recently purchased the Trembley Bros.' Hardware Co., Reedley, Cal., reports a very satisfactory outlook for the new year.

The firm of Hurlburt & Ohling, of Albany, Oregon, have changed their name to Hurlburt & Ballack, Mr. Ohling having retired from the firm some months ago. They are moving into a new location, which will give them the facilities for carrying an increased stock and they report a splendid outlook for the new year.

FIRST CLASS IN EVERY RESPECT.

I consider your magazine a first class one in every respect, full of good, helpful advice, and I thoroughly enjoy reading my copy.

HERBERT A. MAGNAN,
Havre Commercial Co.

LOOKS BETTER

LASTS LONGER

SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

**We Also Manufacture
Bronze, Copper, Painted and Galvanized**

AMERICAN WIRE FABRICS CO.

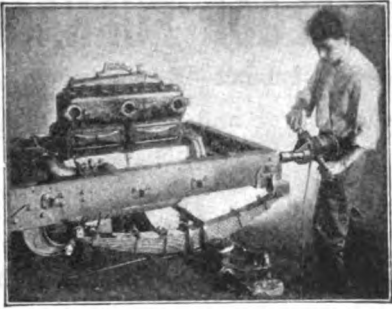
208 La Salle Street, Chicago, Illinois

Mt. Wolf, Pennsylvania

**Factories:
Clinton, Iowa**

Niles, Michigan

Representatives—Ewing-Lewis Co., San Francisco and Los Angeles, Cal.; D. L. Herman, Seattle, Wash.



Standard Electric Drill on Automobile Work

Our Hand Drills are made in $\frac{3}{16}$ ", $\frac{1}{4}$ ", $\frac{5}{16}$ ", $\frac{3}{8}$ ", $\frac{1}{2}$ " and $\frac{5}{8}$ " sizes. Weight 6 to 20 lbs.

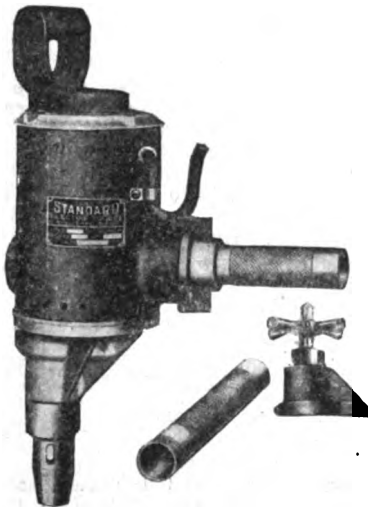
Sell "STANDARD" Portable Electric Drills and Grinders

**Write Us Today for Our Special
Proposition**

These are the tools that you **take to the work**—
can be attached to any lamp socket. They are great
Labor and Time Savers.

**PORTABLE ELECTRIC
TOOLS GREATLY IN-
CREASED PRODUC-
TION ON WAR WORK.**

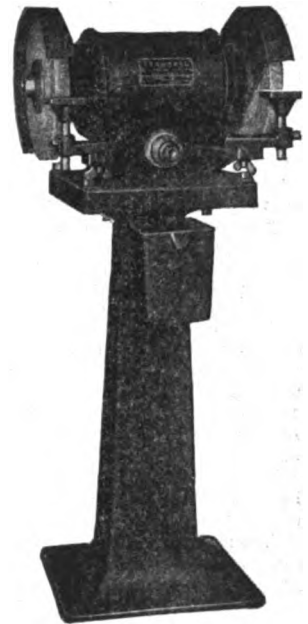
**THE DEMAND FOR
THEM IS GROWING
RAPIDLY AND IT IS
NOW MUCH GREATER
THAN EVER ON AC-
COUNT OF THE RE-
SULTS THEY HAVE
PRODUCED DURING
THE WAR PERIOD.**



Screw Feed Drill. $\frac{3}{8}$ " to $1\frac{1}{4}$ " sizes.

Every tool we manufacture is
Guaranteed for ONE YEAR,
both electrically and mechan-
ically. Ball Bearings are Used
Throughout.

Our Universal Drills and
Grinders operate on both
alternating and direct cur-
rent, being perfectly inter-
changeable.



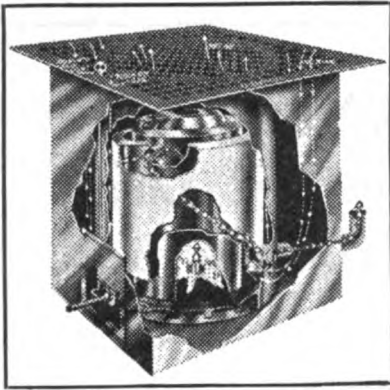
Floor Grinder

**THE UNITED STATES GOVERNMENT AND FOREIGN GOVERNMENTS HAVE
BOUGHT THOUSANDS OF OUR TOOLS.**

If you will write us we will gladly tell you of the various classes of work where our tools
will soon pay for themselves on account of the time and cost they will save.

THE STANDARD

Cincinnati, Ohio, U. S. A.



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING THE GLEEWOOD FLOOR FURNACE

Health—Comfort—Convenience—Economy

These points win instant favor and continued popularity.

Stock this new, valuable line.

Cash in on its large profits.

Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

FIFTY YEARS MAKING LAWN MOWERS

That is a record that has rarely been equaled by any manufacturer in the country, but the Philadelphia Lawn Mower Co., Philadelphia, Penn., have been doing this one thing well for half a century, having made the first side wheel mower in 1869.

They have been making lawn mowers continuously and exclusively for the last fifty years.

It has been their constant aim to keep fully abreast of the times, so that the Philadelphia is a mower that merchants can recommend with every confidence that it will please their customers.

They use only the best raw material, and employ the most skilled workmen.

This is their anniversary year and they naturally take much pride in their continued increase in trade.

Every indication is for a banner year during 1919.

INFLUENZA WHOLE LOT OF FUN

Joe Welsh, of Joe Welsh Leader fame, and incidentally the Pasadena Hardware Co., as well as one of the men who keep the sun shining in Southern California, has recovered from three weeks of the pleasures of influenza.

Joe says it is a lot of fun, but he is perfectly willing to pass the good things around, for he has had enough.

We know when Mr. Welsh goes into anything he goes into it wholeheartedly, but perhaps that is the reason that the whole Welsh family enjoyed the pleasures of influenza at the same time. We are very glad to know, however, they are all getting along in splendid shape.

FOR SALE

All or part of an established hardware business, located in best town in Southwest Texas. Best reasons for selling. Long lease on building.

Address "C. H. S.," c/o HARDWARE WORLD.

FOREIGN TRADE

Student would like to join a manufacturing concern that is thinking of entering the foreign export business. Address "H. X. F.," care HARDWARE WORLD.

We can sell your business, farm or property, no matter where located.

Capital procured for meritorious enterprises.

HERBERT, Webster Bldg., Chicago, Ill.

PARTNER WANTED

Hardware man of large experience located in Los Angeles, who is going to represent Eastern manufacturers to the jobbing trade, wants partner located in San Francisco, with agency line already established and who is desirous of adding to same and has no office in Los Angeles.

Address "1716," c/o HARDWARE WORLD.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years of age. Married. Address "T. A.," care HARDWARE WORLD.

FOR SALE

Hardware and Furniture business in the San Joaquin Valley, California. Small town, but very rich surrounding country. Will sell half interest to some one who can manage or will sell all. No dead stock, no fixtures to buy. The chance of a lifetime.

Address "O. H. & F. Co.," c/o HARDWARE WORLD.

FOR SALE OR TRADE

On account of poor health, will sell \$8,000.00 capital stock to party who can take management of a well-established Hardware, Furniture and Implement business.

Also will sell my modern six-room bungalow.

This is A-1 proposition for a young man who wants to make money.

Address Box 339, Aberdeen, Idaho.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000.00.

Reason for selling on account of recent death of partner.

Established thirty years. Will bear investigation.

Address "L. O.," c/o HARDWARE WORLD.

POSITION WANTED

Young man, married, with family, wishes position with either retail or wholesale establishment.

Has been connected with two large jobbing houses for a number of years and has the necessary knowledge and experience to serve as assistant manager and buyer.

Not afraid of work—no bad habits, and wants a place where there is opportunity for advancement.

Would expect salary \$150 per month to begin.

Address Box 335, care HARDWARE WORLD.

FOR SALE

The only hardware, implement and auto business in a good railroad town. Best farming center in Wisconsin.

Stock and fixtures.....\$15,000

Buildings 4,500

Dwelling 3,500

Stock can be reduced; contracts for leading machinery and automobiles. Two story and basement. 40x60 main and 22x40 hardware building.

Address "F. S.," care HARDWARE WORLD.

Business Opportunities

WANTED

Second-hand 30-inch Tinner's Forming Rolls. Address H. Arons, 2602 Elm Street, Dallas, Texas.

Established Broker, calling on hardware jobbers and large retailers of Pacific Coast, would like additional lines. Best of references.

Address "A. B.," care HARDWARE WORLD.

FOR SALE

Old-established plumbing and sheet metal business in city of 5,000. Centrally located in U. S. Reclamation project. Best farming, mining and commercial trade. \$2,500.00. Address "X," care HARDWARE WORLD.

POSITION WANTED

By an experienced hardware man, who can fill a place full. Have had nine years' experience. Married and can furnish best of references. Address "P. A. C.," care HARDWARE WORLD.

FOR SALE

Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address

"W. C.," care HARDWARE WORLD.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner.

Share will invoice about \$10,000.00. Good reason for selling. Must sell by January 15th or no sale.

Address "Colorado," care HARDWARE WORLD.

POSITION WANTED

My contract as manager of a large hardware and implement company expires January 10th, 1919.

Will accept position in Oregon, Washington, California, Utah or Southern Idaho.

Salary desired, \$125.00. Ten years' experience, no bad habits. Married. Also can handle legal work. Credits and collections.

Must change to lower altitude on account of health of one member of family.

Address Box 339, Aberdeen, Idaho.

FOR SALE

Owing to the continued ill health of the owner, will sell a well established hardware business, located in a thriving little city, in one of the richest Lima Bean and Lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Calif.

A-1 OPPORTUNITY

For one or more men familiar with hardware, sporting goods, house furnishings, or auto accessories, to purchase a high class, well established trade magazine, carrying large volume of business. Splendid future. Will pay good interest on investment. \$75,000.00 cash required. Address Box A, care Implement and Tractor Trade Journal, Kansas City, Mo.

LIVE WIRE

Young man in charge of Supply Division for three years issuing and purchasing all kinds of hardware, desires to go on road for some reputable manufacturing concern.

HARRY J. JEROME,
134 Liberty St., Lowell, Mass.

POSITION WANTED

Thoroughly experienced household, hardware, china, housefurnishing buyer, with both Eastern and Western experience, wants a position. Does not drink or gamble. Can furnish best of references, thoroughly understands his business. Address Buyer, care of the HARDWARE WORLD.

FOR SALE

A stock of general hardware and implements in a small town in Southern Idaho, stock will invoice about \$10,000. The real estate will amount to about \$3,000.00. The business from February 1st to October 1st of this year was \$30,000.

Address "Idaho," care HARDWARE WORLD.

I WANT TO BUY

A hardware store in California. Give me full particulars as to location, amount of sales, how many times you turn your stock, investment required, condition of building or lease, nature of your community, principal lines or agencies. In other words, such information as you would want if you were looking for a location.

Address Box 1234, care HARDWARE WORLD.

FOR SALE

A first-class going hardware business, city of Seattle, a strictly cash business, low rent, cash sales will average \$18,000 annually. Can be easily doubled. Splendid location. Stock and fixtures will amount to about \$8,500.00. Address Seattle, care HARDWARE WORLD nearest office.

FOR SALE

National Cash Register, No. 452, 6 clerk keys, 1c to \$99.99, used two years. McCaskey Credit System, 420 accounts, 2 banks with Cashier Window. Used three years (3). Warren Hardware Shelving. Good arrangement for any hardware store, 56 feet long. Used five years. Large Fireproof Safe. Inside measurement, 15 inches deep, 27 inches wide, 39 inches high. One new No. 216 Globe Base Burner.

All of the above are in first class condition.

J. C. HOLCH HARDWARE CO., Gilman, Ill.

MANUFACTURER'S SALES AGENCY

Calling on Jobbing and Retail Trade are wanting a few more good accounts, with Manufacturers of Hardware Articles and Specialties, for the State of Nebraska (the richest Agricultural State in the Union) on a commission basis. We have a well organized and experienced sales force, all familiar with the trade. Can furnish A-1 financial rating.

Address P. O. Box 441, Norfolk, Nebraska.

Plumbing and Heating

Monkeying with the Inevitable

(By Harry Gale Nye)

THE plumbing business may be to some extent a leadpipe proposition, but it isn't a leadpipe cinch. "I would do thus or so," says many a plumber or other business man, "if I knew for a certainty how things were going to be." Certainty is a mighty valuable asset in any occupation. We spend a whole lot of our lives looking for sure things; but the time we spend looking for sure things is nothing compared to the time we spend overlooking them.



Certainty is the biggest asset in your business. The material that you know will last, the tool that you know will work, the shipment that you know will come, the job that you know will yield a profit, the customer that you know will pay—these are the things that you are doing business on, not your capital.

These certain certainties are certainly hard to ascertain for certain. But there are certain other certainties that are not, yet that we overlook. We are always overlooking the inevitable, or monkeying with it. We bet on sure things that are not sure, and fly in the face of sure things that are. For instance, you hate to see a man who is careless with anything he owns. But there isn't much in this world that man is as careless with as himself.

There is one absolute certainty that plays a mighty leading role in a man's business. I refer to sleep. You know you have just about as much money in the bank to meet the day's demands. But, my Lord, man, it is just as certain that you have got to have just about as much sleep in your system to meet the day's demands, too!

Whenever I see a young man yawning at his work in the morning I dislike him in as many ways as Heinz makes pickles. In the first place, I figure that he is doing a bum job.

There is only one job that you can do well with one eye open, and that is sighting a gun; any other job you can do better with both eyes open. I don't care whether it is cutting a thread on a pipe, or driving a mule. And the young man looks as if he didn't care, either. A man whose brain is numb for sleep is about as much interested in his work as I am in the work for the relief of epileptic cats. He is too sleepy to hope to do more that day than to get by.

I dislike him because he is obtaining money under false pretenses. Goods are sold on grade. When you hire out you are alert enough. That is what the other fellow thinks he is going to get all the time. You had two eyes open when you were hired. When you show up in the morning with one of them shut, you are delivering only half of what the other man bargained for.

But I dislike him worst of all because he is a chump. The boss isn't the man who is getting the worst of it—it is the man himself. He is not only making his work more poorly done, but he is making it harder to do. He may have been out the night before and paid \$1.25 for a lobster. But the most expensive lobster is the lobster himself. He has spent a good deal more than a dollar and a quarter's worth of energy and future stamina. He has tried to get along with less sleep than he needs. He has gone up against the most inevitable thing in the world—the needs of the human system.

I know, because I have been foolish myself. I never yet have been out all night, or thereabouts, that it wasn't followed by an all-in day. Then I have kicked myself in seven different ways and places. I wouldn't be talking about the matter now if I didn't know from personal experience that it won't work. I am ready to admit that I, also, have fallen into the temptation of spending part of my capital—my capital of health and energy—foolishly. It is a pretty constant temptation in these strenuous times. I never thought much of that part of the prayer that says, "Lead us not into tempta-



M. L. KLINE

EXCLUSIVE
AGENTS

THE
Wm. Powell Co.

Complete Line

Valves, Steam Specialties

M. L. KLINE

30 Years' Wholesaling Plumbing and
Heating Supplies in Portland

84, 86, 87, 89 FRONT ST. - PORTLAND, ORE.

Garden Hose Valves OF Recognized Quality

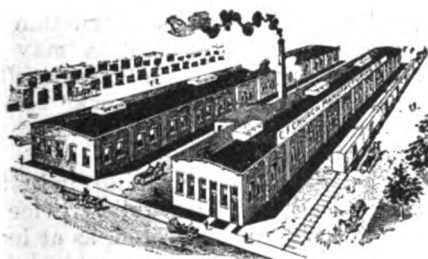
Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative.
681 Market Street, San Francisco.



OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.



THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

~~Holyoke, Mass.~~

Home of Snow White Pyralin

White Pyralin Bath Room Fixtures bring universal
satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin
products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer
back again and again.

Pyralin products cost no more than the inferior, so
insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures
are installed it means repeat orders, more business,
greater profits.



THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.

If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

tion." Divine Providence doesn't lead men into temptation. It hasn't time. It is kept too busy leading men out. The thing a man wants to get down on his knee-bones and ask is not that he be led not into temptation but that, when he is foolish enough to get in, that Divine Providence get busy and lead him out.

Don't make the mistake of spending too much money before you get it, or too much of tomorrow before it comes. Don't get the idea that you are so wise, or so clever, or so strong that you can get away with it. You can't borrow the strength of the future without paying for it long before the future arrives.

I have spoken of only one of the inevitable things that you cannot afford to monkey with. You can't afford to monkey with the truth. There isn't very much that a man says that he doesn't have to make good on some time. You can't stop a leak with putty or cover a mistake with prevarication. If a thing is wrong, make it right, not excuse. Sleep, health, truth, honesty—these are a few of the inevitable things. Don't monkey with them, or they will make a monkey of you.

There are certain things you must keep good—your health, your reputation, your work. You can't substitute cabarets for sleep, prevarication for fact, a slipshod job for an honest one, and get away with it for any great length of time. Sometime you will inevitably have to pay, as sure as you have to pay the note at the bank, so, when you are figuring out the inevitable things that help you in business, make a list also of the inevitable things that hurt—and then steer clear of them like you steer clear of a rut in the road or a hole in the bridge.

"THEM AS DESERVES GETS"

The year 1919 promises to be the best year we've had for some time. Every sign is auspicious. Almost everybody I know believes it.

We are going to feel some of that prosperity that we've been hearing about. Some of it, I said. How much of it will depend altogether on ourselves.

If 1919 doesn't prove a good year for you, don't cuss anybody but yourself. Better see to one thing at once—that there's nothing about you yourself that's going to throw sand in the gearbox.

Lest we forget, let's say it again: "Them as deserves gets."

A GOOD REASON

The village sage, seated on a cracker barrel in the general store, was holding forth:

"I'm 89 years old," he said, "and I don't remember ever to have told a lie."

"Of course not," retorted one of the bystanders. "A man at your age isn't supposed to have much of a memory."

NATION-WIDE BOOM IS EXPECTED

It appears, from the statement of the Secretary of the Treasury, says the A. W. Dodge Company, that Secretary McAdoo regards resumption of activity of the construction industry as a means of facilitating the general industrial turnover in this country.

For Mr. McAdoo said, in instructing the supervising architect to proceed with public building, that "construction work which has been delayed because of necessities of war should now be resumed," and that "resumption of construction work by the government will contribute toward facilitating the industrial transition of the country from a war to a peace basis, and should serve to encourage others to undertake without delay the fulfilment of the many and varied industrial peace needs of the country."

It is believed by many it will be the policy of the government to particularly encourage building in order to absorb labor.

But activity in the construction of Federal state, county and city building and public work, however effective in absorbing labor, will decrease neither taxes nor rentals, nor will such construction bring the country as a whole out of its condition of arrested development. Civil construction, however, forms a basis of taxation, and by supplying demand has a tendency to prevent further increase of rentals.

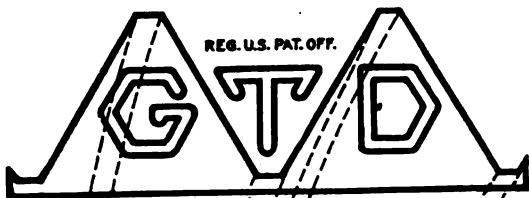
It is to be hoped the Government's policy of undertaking Federal building construction in order to encourage civil construction may be carried a step further to overcome the timidity of capital, brought about through war conditions when investment of funds in building industry was discouraged.

A fall of wages in the building industry cannot be anticipated, and little fall in price of materials may therefore be expected, as at least nine-tenths of the cost of building material is the labor item.

FOUNDATION BUILDING

To my mind there are only three fundamental principles in advertising, namely: To be honest, sensible, persistent. I say to be honest, because every advertiser should remember that advertising doesn't create value, it merely tells of it. The value has to be in the article itself. I say be sensible, because the majority of people who read copy are endowed with good common sense. I say be persistent, because you have to keep everlastingly at it. People soon forget, and unless we keep persistently at advertising we had better not begin at all.—Hugh Chalmers.

Baumert & Bogner, Howells, Neb., are planning on materially increasing their stock of hardware and implements.



**When you see a
U. S. Thread
think of G T D**

THIS mark, directly derived from the U. S. Standard thread, represents the foremost champion of screw thread

Standardization

On Screw Cutting tools it indicates the product of the largest concern of its kind in the world.

Let the G T D mark be your standard in buying screw cutting tools.



GREENFIELD
TAP & DIE CORPORATION
Greenfield • • • • • Massachusetts

A Patriotic Manufacturer

NOW that the war is over, one of the outstanding facts in connection with it was the loyal assistance that was rendered the government by the business men of the nation.

It has been said that if it had not been for America's business men placing their plants and facilities, and their own selves at the disposal of the government, in fact insisting they be made use of, the war would have been much prolonged. This was made necessary, for, as Senator Chamberlain said, various departments "failed to function, and had fallen down," to quote the exact words.

Hundreds and hundreds of "dollar per year" men, realizing that wholly inadequate preparation had been made when our men were being sent over seas, responded with a loyalty that had never been seen.

Their actions gave the lie to the statement that politicians frequently use to secure votes, that "there is no patriotism in business."

Business was all patriotism, and was so demonstrated.

Just as in England, so in America it was the young men who had been educated and trained for their life work, college men, that first volunteered. They had been imbued with the ideals that were in the minds of the founders of the republic, and had the vision to see just what the European catastrophe meant for America.

Married Men Vie With Their Bachelor Brothers

But it was not alone the young men, and by that we mean the unmarried, who had no dependents, but men of families, who had the benefit and advantages of education and training, that went to the front along with their bachelor brothers.

Lieutenant H. H. Clemens, treasurer of the Hays Mfg. Company, Erie, Penn., than whom no man is more proud of his young family, is typical of the men to whom we refer.

As a student he took a course in electrical engineering, receiving his degree from Rennse-

lear Institute, of Troy, New York, and was inclined to make that his life work, but he was persuaded by those connected with the Hays Mfg. Company to cast his lot with them.

When the war began he was occupied with the duties of his position. Mrs. Clemens, with a patriotism that was most commendable, offered no objection to his entering the service.

While he did not have the opportunity of going overseas, that was no fault of his, in fact it was his desire to serve where he could to the best advantage, and no objection was made as to where this might be.

He is now mustered out of the service, and with his family has been visiting the far West and Pacific Coast. Here, too, the reputation of "the goods that please" preceded him.

The growth of the Hays Mfg. Company, for which he himself generously gives credit to others, has been most remarkable.

Not how cheap, but how good, is the aim of every article bearing their name and trade mark.

That is the motive that has actuated the officers of the institution of which William H. Forster is president and Otto G. Hitchcock is secretary and general manager.

"The goods that please" have attained a reputation that is second to none in the country. But such a reputation does not come by chance or accident.

Their products are distributed through the jobbing trade in every section of the country, in fact are known in many foreign countries as well, but they pay particular attention to the care of their domestic trade.

They have always considered themselves fortunate to have as their representative in the far West W. E. Gilchrist, the trade having come to know that whatever Mr. Gilchrist tells them can be fully relied upon. One likes to do business with this kind of an institution, and this kind of men. In fact they are the only kind really worth while.



LIEUTENANT H. H. CLEMENS
Treasurer of Hays Mfg. Company.



Masters John and George Clemens
Who are as proud of their father as
he is of them.

There's No Need to Weep

because there's only a small amount of building being done.

Go out after the business. That's where the live plumber can clean up big. No close competition on bids. All you have to do is to sell them the idea that their old-fashioned plumbing fixtures are unsanitary and inconvenient.

We'll furnish you with newspaper electros, slides, blotters and all the advertising helps you can profitably use. No charge.

Write our Advertising Department for complete information.

PACIFIC



PLUMBING FIXTURES

Main Office and Show Room
67 New Montgomery Street
San Francisco, Cal.

FOR SALE BY ALL
JOBBERs

Factories
Richmond and
San Pablo, Cal.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island

UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



We are glad to introduce to our readers who have sold or used the Hays Mfg. Company line Lieutenant H. H. Clemens, who now relinquishes his title to return to his desk at Erie.

Three other important members of the household are Masters John, George and Junior—the first two are shown in the photo, standing between them is an important culinary adjunct of the household.

We are sorry not to have the photo of the youngest, Junior, to add to the collection. When they grow to manhood they will doubtless still further add to the character and reputation of the Hays Manufacturing Co.

GREAT BRITAIN PAYS THE PRICE

By way of commemorating the anniversary of Great Britain's entrance into the war, the British War Commission has made public some figures which show how great has been the contribution of the empire to the Allied cause.

The total enlistment throughout the Empire during the past four years has been 7,500,000 soldiers; and of these, 60 per cent, or 4,500,000, were raised in England itself; the proportion for England and Wales combined being 70 per cent.

The greatest contribution that can be made for any cause is that of one's life and limb. In the four years of the war the British casualties have amounted to over 2,500,000. Of these, over 500,000 have been killed, and at least an equal number so terribly wounded and broken that they will never be able to support themselves. So that over 1,000,000 British have been sacrificed in the four years of the war. What this means will be understood by those citizens of New York, 100,000 strong, who took part in the famous Sound Money parade some twenty years ago. The men went by, sixteen abreast, at a good swinging gait and without any considerable pauses; nevertheless it took over twelve hours for that host to pass the reviewing stand. Hence, if those 500,000 slain Britons could be called back and were joined by their still-alive but crippled compatriots, and the whole were to parade through the same streets and avenues of our city, it would take a week and a half of daylight for the sad procession to go by.

Furthermore, since the first four-and-a-half million soldiers of the British armies were volunteers, it is certain that they included the keenest young manhood of the Empire. From the universities alone at the outset of the war there went into service, we are told, some 8,000 undergraduates. Among these losses must be included practically all the officers and men of the small, but highly efficient regular army which Great Britain threw into Flanders at the outset of the war to engage the right wing of the German army.

That the mother country has led rather than followed the children of her Empire in sacrifice, is shown by the fact that one man out of every seven and a half of the population of England and of Scotland is in the army, one in every ten and a fifth in Wales; one in every twenty-six and a third in Ireland; and one in every fifteen in the overseas dominions.

Again, no surer test can be found of the service and sacrifice of a people than to compare the percentage of casualties suffered with the percentage of enlistment. On this basis we find that England and Wales provided 70 per cent of the enlistment and suffered 76 per cent of the casualties. Scotland's enlistment was 8 per cent of the total and her casualties 10 per cent. Ireland provided 6 per cent and her casualties were 6 per cent. The Dominions and Colonies provided 16 per cent of the Empire's forces and suffered 8 per cent of the total casualties.

In answer to the frequent question (which originated, by the way, in Hun propaganda), "Where are the British troops?" the War Commission replies that they are fighting on seventeen separate fronts scattered throughout the world. Outside of Belgium and France, British troops have been fighting in Italy, in Serbia, in Greece, in Russia, in North, East and West Africa, and in China; while simultaneously they have carried on elaborate, extensive, and, because of climatic difficulties, extremely difficult campaigns in Palestine and Mesopotamia.

Of the debt of the whole alliance to the British navy it is superfluous to speak. It was the savior of America and civilization generally.

FOLLOWED THE BOOK

Judge (sternly)—Did you steal that chicken, Sambo?

Sambo—Yes, sah, I took dat chicken. It was de cookery book told me to take it. De cookery book say, "Take one chicken." It don't say buy one chicken, or beg one chicken, or borrow one chicken; it say, "Take one chicken." And it don't tell you whose chicken to take; so I took the first chicken I could lay my hands on. I followed the directions of the cookery book, sah.

Charles Eiland, plumber at Fowler, Cal., reports he has had an excellent year's business, and looks for a materially increased trade during 1919.

The Ventura Hardware & Plumbing Co., Ventura, Cal., has been incorporated by J. H. Morris, H. A. Johnson, George L. Baker, F. W. Baker and H. F. Orr for \$30,000.

H. H. Armbrust has bought the B. L. Goodrich interest in the plumbing business which they have been conducting at Anaheim, Cal. Mr. Goodrich has purchased a half interest in the Fullerton Sheet Metal Works, Fullerton, Cal.

THE "SAVILL" Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute.

"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.



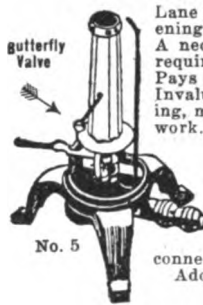
C. & L. TORCHES SAVE DOLLARS FOR THE USER

All C. & L. Torches are the very best that can be had for the price. Every part is designed to give the highest degree of service and satisfaction to the user. For over thirty years, they have been the Standard of Quality. They are remarkable for the high degree of heat that they produce and save time, fuel and money. All leading jobbers will supply at factory prices. Send for catalog—it's free.

No. 32 Torch.
List Price,
Each, \$16.00
Ask for discount.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

A BLAST without a Blower



Lane Burner brings Cherry Red for hardening in 1-8 time required by Bunsen. A necessity where quick intense heat is required.

Pays for itself in a day's use. Invaluable for hardening, soldering, brazing, melting, experimental and laboratory work.

Butterfly Valve regulates heat from moderate to a Blast of 3000 degrees.

Shut off Valve—Ever Ready Pilot, Tight Gas Tank, Fixed Combustion Chamber always ready. Gas Connector that connects and stays connected.

Adopted by all advanced shops.

LANE MFG. CO.,

21 Vose Ave., South Orange, N. J.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.

Victory vs. Deliveries

DURING the world conflict which has just ceased, we were called upon to do our bit by furnishing our torches, furnaces, braziers and plumbers' tools so as to help our armies lead us to victory. Now that victory has been won, that responsibility has ceased. We are now turning our efforts again to serve our many customers and friends who have borne with us during those critical times.

We are glad to announce that within the near future we shall again be in a position to give orders for our goods the same prompt and careful attention which they received for the 40 years before our country entered into the fight for democracy.

OTTO BERNZ, NEWARK, N. J.

Building A New World

SOME travel-worn adventurers landed on the outer rim of America over 400 years ago. From their exploit Europe eventually got rid of much undesirable population. The descendants of some intermixing with adjoining peoples have produced in the western hemisphere a civilization which is the dominating factor in this year of our Lord 1919. It is foolish to try to side-step facts. The United States simply had to "show 'em"—and did—"Glory be!" In certain quarters of the globe monuments to the discoverer of America would be mighty unpopular just at present; but all "fair-play" citizens of the world will be ever thankful that on that momentous day in October, 1492, C. Columbus got past the emigration inspector of that administration.

From the destructive Uncle Sam now turns to the constructive. Right here he is onto his job again and can easily keep ahead in the game if we all work unitedly and with as much vigor to build up as we did to tear down. Why should not the same speed, resource and accomplishment obtain in general construction for the advancement of civilization and to build a greater world than ever before existed as was applied to war work? When it comes to preparation all know that at first, Uncle Sam was in mighty bad shape. Yet behold! In a few short months there were millions of soldiers and mechanics in the field and some three millions sent "over there." The writer has seen as in a night, five gigantic war plants arise in separate states and erected mainly by men who (collectively) were unprepared for the task. Determination, system and Americanism put the tasks through in better than specified time. It is admitted, without an argument, that the men who did this work were well paid for same. In all probability many of them drew down more than they were worth or ever will get again, for general construction work could not pay the scale that obtained in much of the war construction work and survive. Neither could the average mechanic steadily work the long hours that were put in on war work and keep his health. Many were worked, for months, over one hundred hours per week. This drawing ahead on their physical strength has told—yet was necessary to "get the job done."

In all probability the majority of mechanics will now work an eight-hour per day stunt and will have to get enough for that work to make both ends meet and have a bit for "rainy days."

It is a fact beyond dispute that the country, in general, was not prepared for the sudden termination of the war, and peace work to take the place of the war work does not exist (yet) to the extent of absorbing all the men who have

been compelled to quit war jobs. Many factories are, however, gradually adding to their roll of employes and in a few months the wheels should be turning full time and with a full force employed. Another point which must be taken into consideration is that we will be building a far greater world than before. Greater production is needed. I saw one item: "Europe will have to have at least 50,000 tractors a year for several years, more than Europe can herself produce and said tractors must come from the United States." When the list is completed it will be found that, no matter how prolific Europe may be in the way of putting out various manufactured articles, there will be hundreds and hundreds of articles that must be made in the United States.

During the past four years we have had it pretty thoroughly drilled into us what a wasteful people we were—and had been—and many were the lessons given on the subject along all lines of life and business. At various times during the past eight or ten years the writer has put forth various articles regarding "cutting short corners" in both the plumbing and heating crafts and business.

It would seem that there was never a time in the existence of both trades and business that there was need of more care to be exercised than right at present and during the constructive period which is before us all. No longer is the talk of thousands or of tens of thousands—but billions. Many of the shops have been closed down for the past few months; others partially so, and when the work begins to pile up there is danger that the zealous bidding will result in many jobs being taken at a loss.

Why not start out as if the business had never existed and make every dollar invested literally "pay its way." To borrow money one must pay interest. If one invests money, that money should bring returns, otherwise it's better off in the bank, where it will bring small, sure returns. Let us hope that the number of masters who are willing to contract jobs that they know they'll lose money on has grown beautifully less in the past four years.

With the high prices that must be paid for all kinds of material, it is necessary to eliminate all possible waste. In order to knock out all the loss it is necessary to begin with the loss and hew right down along the line until you reach the scrap pile in the cellar. Much could be said on "scrap piles." On a recent contract, the writer saw hundreds of dollars' worth of material "scrapped" simply because the workmen were too lazy and indifferent to take it to the storehouse. Such conduct is abominable in the face of the excessive cost of

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE WHEN YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

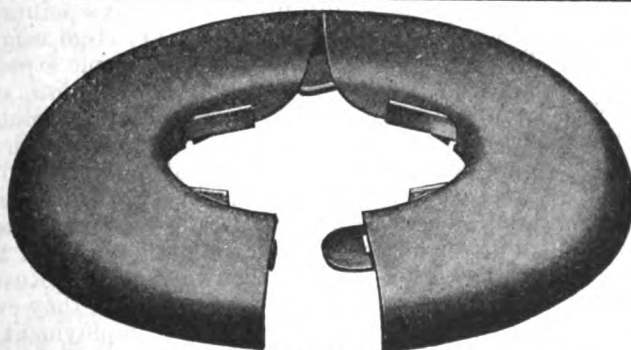
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10—Steel— $\frac{3}{8}$ in. to 4 in.

Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand?

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market Street San Francisco, California

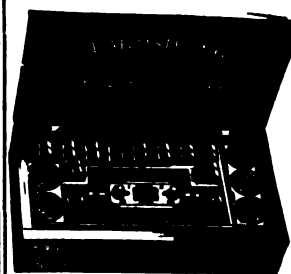


No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount.

THE BEST GENERAL UTILITY FIRE POT

The C. & L. No. 1 Gasoline Fire Pot has been popular with mechanics for many years. It has a great many uses. It will heat a pair of 12-lb. soldering coppers and melt a pot of metal quickly. The top section can be removed, thus producing an open fire for any kind of work that a torch will do. It is a strictly high-grade Fire Pot for indoor use or outside work in windy and cold weather. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship. Tools with an En-
viable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

In writing the
company address
Department HW.

276 Knowlton St.
Bridgeport, Conn.

material and its scarcity, and any mechanic who willfully wastes material of any kind deserves to be "fired" on the spot.

In previous years, when the work was plenty, it was often really cheaper to throw away—or into the scrap—some of the material on a job. A man's time and the chance to get in some on another job really amounted to more than what would have been saved had he cared for the material in question. But with iron and steel clean out of sight, both as to price and plenty, the situation is radically different.

Many people have in the past three years learned far more of the meaning of the word "efficiency." They had a rather hazy idea of it before: That efficiency was something with a "reverse English" on it that got you somewhere with less effort in half the time for which you somehow made twice as much money, and that nobody but high-brow experts were hep to the dope. Efficiency began in this country two or three hundred years since, way down in Yankee land and is nothing more or less than a twentieth century application (arranged to suit present needs) of the good old Yankee horse sense. The man who possesses horse sense will, to quote, "have his house in order." When he has so arranged he's got the whole situation in one "mitt." A full understanding of that phrase "to put one's house in order," just about covers the whole ground and any side slants are unnecessary.

It is applicable to the whole world and no one is so wise or so capable that he cannot take heed. We are to make a bigger, a better, a more prosperous world, a world fit for the rich and the poor alike. A world wherein capital and labor will better understand each other, and where each shall have fair returns for services rendered. There have been big jobs in previous history, but this one before us is by far the most gigantic that was ever attempted by man and it's up to Uncle Sam, who if he lives up to his past records will undoubtedly "cap the climax."

THOUGHTS FOR AMBITIOUS SALESMEN

1. Make up your mind that you are working for a future—not for a pay envelope.
2. Don't work with your eyes and ears blockaded with yesterday's events.
3. Don't think you are too big to do the things the boss wants done.
4. Don't be disciplined—but discipline yourself.
5. Do things your chief wants done, without being told.
6. Learn to be a good follower, if you want to qualify as a leader.
7. Get the confidence of your superiors.

Kindness is the chief essential to everything that is fair and decent in business.

BOLSHEVISM, THE END OF CIVILIZATION

On his way back to Holland from Russia, Dr. Oudendijk, the Dutch Minister in Petrograd, was interviewed by the London Times and made an impassioned plea for Allied intervention as a duty to civilization:

"I wish to give a solemn warning to the working classes of all nations. Bolshevism, I say without exaggeration, is the end of civilization. I have known Russia intimately for twenty years and never have the working classes of Russia suffered as they are at the present moment. I have never seen or dreamed of the possibility of such corruption, tyranny, and the absence of all semblance of freedom as there are in Russia at the present moment.

"Translated into practise, the five points of Bolshevism really come to this: (1) High wages, (2) don't work, (3) take other people's property, (4) no punishment, (5) no taxation, and I suppose there will always be a certain number of people who will adopt a program which in practise amounts to this. That is why, having myself seen the disastrous effects of this policy on all classes of society, I take the first opportunity on my arrival in England to warn the public. The bulk of the workmen in Russia are today far and away worse off than they ever have been, and the state of unemployment is simply terrible. When I left Petrograd the situation was one of utter starvation, and most people hardly knew how they would exist through the following day. The future to me seems hopeless. One thing is certain, that, left as she now is, Russia will be in a state of utter and complete ruin. Wherever Bolshevism rules the nation has been beaten into a pulp, and is utterly helpless."

REPETITION—REPUTATION

It has been said,—it has been forgotten! Repeat, please, for memory faileth. Every man knows a thing or two if he could only recall them.

To build a business reputation you must employ repetition. Only once said is more than twice forgotten. Mentally we are all children, and a good story grows more entertaining with every telling.

The public must be told and re-told about your ability to serve them. And each time the message must be delivered exactly as if it had never before been mentioned.

On this concrete foundation of essential facts all successful publicity is planned. But the most favorable impressions gradually fade unless they are revived by the well-timed operation of the "repeater."

Barley & Reichel has consolidated with the W. S. Ray Mfg. Co., of San Francisco. They manufacture feed regulators, thermostats, reducing valves, steam driven oil pumping systems.

SET BRAIN CELLS

Success, in moderate degree, does have a tendency to make for conservatism—more so than a large and rapid success.

We become conservative in the matter of innovations in the fear of losing what little we have attained, and particularly when that success has been hard earned.

But more often we fight an idea for fear of having to adopt it, and simply because it involves a change in a fixed way of doing things.

It is a case of set brain cells.

And with set brain cells a new idea hurts.

An idea, with any suggestions of innovation, to any of us with set brain cells is like ramming a crowbar into hard set concrete and it is often resented with a conspicuous exhibition of anger.

Set brain cells is dry rot in its first or acute stage.

That conservatism which we have in the fear of risking what we have, for more than we have, is often the beginning of set brain cells.

There is always a way of small scale tryouts, and even if they do not prove to profit they are proof against set brain cells and consequent dry rot.

He who can get away from the limited boundaries of his own little world into the world of the man at the other end of the bargain,

may be relied upon to write letters that will be big and fine and gracious from introduction to complimentary conclusion.

AN ASSOCIATION STORY

Those who belong to the association and do not attend the annual meetings remind us of the story of the two New England farmers. They were neighbors and friendly enough, but this is a sample of their conversation when they happen to meet on the road:

"Good morning, Si."

"Good morning, Hiram."

One day they met and their intercourse was somewhat lengthened.

"Good morning, Si."

"Good morning, Hiram. Say, Hi, what did you give your horse for the colic?"

"Turpentine."

"Good morning, Si."

"Good morning, Hiram."

About a week later they met again and this is what followed:

"Good morning, Si."

"Good morning, Hiram. Didn't you say you gave your horse turpentine for the colic?"

"Yep."

"Well, I gave my horse turpentine and it killed him."

"So did it mine, Si. Ged up, Bill."

The Banner of Merit

SHOWING

The Official Award Ribbon

of the

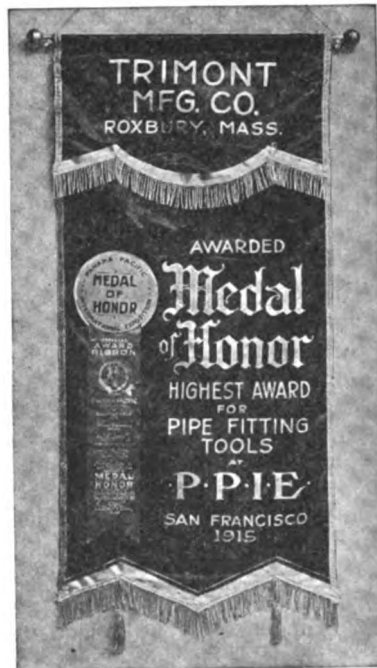
Medal of Honor

AWARDED

Trimo Tools

AT THE

Panama - Pacific
International Exposition



SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"



QUESTIONS AND ANSWERS



RATTLING PIPES ON VACUUM JOBS

Editor Questions and Answers—On a hotel job which we are asked to overhaul and where the method of heating is a patented vacuum vapor heat, several of the radiators will not heat on the guaranteed pressure and make a gurgling noise when the heat is on. Please make suggestion.

WM. WALLACE.

Vapor heating is one of the most particular jobs in the craft. A supply pipe or a return pipe that lays dead level will cause a radiator to perform in the manner you describe. In running the mains and branches on a vacuum job nothing should be left to chance. The fitter should level up accurately all pipes running horizontally and be absolutely sure that they have the required pitch. To avoid trouble, the fitter should have a small pocket level for the shorter pipes as right here is where most of the trouble arises—on the shorter branches.

TOILET ROOM FLOORS

Editor Questions and Answers—Would a hand finished cement floor be perfectly sanitary for the floor in a large toilet room for a factory of considerable size in your opinion?

B. R. MASON.

While many excellent cement floors are used in such places, we believe that a tile floor is superior from a sanitary standpoint. You will generally find that most cement floors are inclined to crack, which renders them unsightly and hard to care for and keep sanitary. You can easily secure catalogues from builders of the best kind of tile to use for the purpose.

ARRANGING PIPE HANGERS

Editor Questions and Answers—Sometimes it is impossible to have the pipe hangers for the steam or hot water mains on the job, at the time the lines are being run. The usual proceeding is to build temporary hangers of wood, which takes too much time. Can you suggest an easier and quicker way?

J. H. ANDERSON & COMPANY.

We are almost inclined to believe that the permanent hangers can generally be got to the job in time if the order clerk isn't asleep at the switch. Be that, however as it may, if they turn up missing, secure some twenty-pennies and some pliable heavy wire. Old baled hay wire answers excellently for the purpose. You

can drive a nail and make a wire hanger in a jiffy, and its a far better hanger than the wooden temporary ones and a hanger in which pipe will turn while being screwed up and not walk all over the place.

THE LIFE OF HEATING JOBS

Editor Questions and Answers—Have you any data regarding how long a steam or hot water job will last and of the amount of money spent for repairs in a certain period of time?

C. H. ARTLEY.

We could probably secure many instances for you from books and the heating magazines. Or you could write to certain prominent boiler manufacturers who would undoubtedly be glad to furnish you reliable data. Our own experience dates back to 1886. We know of many steam house heating jobs installed round about that time that are in operation today and working just as successfully as when first put in. Most of these jobs have cost very little for re-

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

You Can Get It at the
**Largest Stove Re-
pair House in the
Northwest**

**THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.**

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

pairs. A new water glass once in a while and perhaps a few grates burned out through carelessness. That's going some in the heating line.

The human individual is the one with a great big heart that beats responsively to the needs, ambitions and conditions of others. His sympathies are boundless in their width and depth. He speaks, like the great Lincoln, in language which other folks, whether they live on the alley, the farm or the avenue, can readily understand. His messages, no matter under what stress of circumstances they may be written, are so warm, so sincere and so expressive of real life that they always cheer, enrich and inspire.

Best Results with TURNER

TRADE
Double Jet
MARK

TRADE
HOT BLAST
MARK

TORCHES and FURNACES



No. 92

No other line that equals. All progressive jobbers handle Turner appliances. Ask for catalog showing latest improvements. Look up your stock and be prepared for cold weather.

The Turner Brass Works
Sycamore, Illinois, U. S. A.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

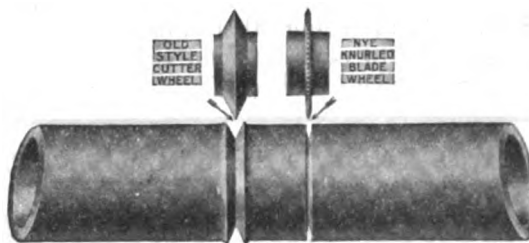
American Bolt & Screw Case Co.
Dayton, Ohio



"I'm Nye
the Die Man"

Save a Penny a Minute
And Your Immortal Soul!

They Cut Without Cuss Words



Made in All Sizes to Fit All Standard Makes
of Pipe Cutters

THE NYE TOOL & MACHINE WORKS

108-128 N. Jefferson Street, Chicago, Illinois



Here is a photo of the attractive establishment of Peterson Plumbing Co., Lewiston, Idaho. It would do credit to a city many times the size of Lewiston, but it speaks volumes for the enterprise and progressiveness of this institution. It is a display room that could be well patterned after by plumbers in any city. Notice the wall displays of plumbing fixtures. Such a display room not only brings new trade, but holds the old. They are anticipating a good season's trade.

UNANIMOUS VOTE

The Bishop was addressing the Sunday school and told them that in Africa there are ten million square miles of territory without a single Sunday School where little boys and girls can spend their Sundays. "Now, what should we all save up our money for?" he asked. "To go to Africa," cried the children in one voice.

Unless a man believe in himself, not to the extent of getting the big head, which is often incurable, but to that of convincing others that he can make things come to pass, he soon resembles a cipher with the rim knocked off.

It's not what you have done that counts—it's what you are doing now.

A tombstone marks the dividing line between here and there.

You can tell a turkey's age by the teeth—your teeth, not the turkey's.

The resourcefulness of today is the outcome of experience with the odds of yesterday.

C. S. Kinney and Ernest Botts have opened a plumbing shop at Paso Robles, Cal.

George Soane, a well-known plumber at Fowler, Cal., who has been established in business for almost twenty-five years, reports a splendid year's outlook.

"WE KNOW THE STOVE REPAIR BUSINESS"

WE
WELD
ANYTHING

Stove and Furnace Repairs

WE
WELD
ANYTHING

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE
REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

A BLAST WITH A BLOWER

The Lane Mfg. Co., of South Orange, New Jersey, are manufacturers of the Lane burner, which they claim has points of merit not found in any other blast.

It gives quick, intense heat, and is invaluable for hardening, soldering, brazing, melting and similar work.

It is in use by plumbers, sheet metal workers, tinner, from one end of the country to the other. It will pay for itself in a day's use.

They will be glad to give full information to any of our readers upon request.

KNEW WHAT HE WANTED

Lawyer—Are you aware that what you propose is illegal?

Client—"Sure. What d'you suppose I came to consult a lawyer for?"

THE ROMAN

By Thomas Ybarra (as described in Latin)

Oh! the Roman was a rogue,
He errat, was, you bettum;
He ran his automobilis
And smoked his cigarettum;
He wore a diamond studibus,
An elegant cravatium,
A maxima cum laude shirt,
And such a stylish hattum!

He loved the luscious hic-haec-hock,
And bet on games and equi;
At times he won; at others though,
He got it in the nequi;
He winked (quo usque tandem?)
At puellas on the Forum,
And sometimes even made
Those goo-goo oculorum!

He frequently was seen
At combats gladiatorial,
And ate enough to feed
Ten boarders at Memorial;
He often went on spees,
And said, on starting homus,
"Hic labor—opus est,
Oh, where's my hic-hic-domus?"

Although he lived in Rome—
Of all the arts the middle—
He was (excuse the phrase)
A horrid individ'l;
Ah! what a diff'rent thing
Was the home (dative, hominy)
Of far-away B. C.
From us of Anno Domini!

Success, nine times out of ten, is a development, not a ready-made silver spoon in the infant's mouth.



**"It's a great
screw-driver—but I
can't keep it"**

That was the remark made by the sales manager of a big motor truck company recently.

The reason was that there are a lot of skilled mechanics around the plant, and every time the sales manager was indiscreet enough to exhibit his Crescent Screw Driver, one of those boys annexed it.

If you have tried one yourself, you will understand why that sales manager has bought four—and expects to keep on buying if necessary.

If you don't know this "Crescent," get acquainted with it at your earliest opportunity.

CRESCENT TOOL COMPANY
Jamestown, N. Y.

Three sizes, retailing at
65c, 70c and 75c

Crescent
GUARANTEED
Hamr-Handl
screw driver

THE 1919 COLUMBIAN CALENDAR

Is a decided innovation in the way of a marine calendar, inasmuch as it is the first calendar produced by a cordage company wherein a battleship is shown. To quote from the top fly leaf of the calendar:

"What American is there among us who can gaze on this inspiring picture without a thrill of intense pride, satisfaction and security. It is just such battleships that have guarded our merchant marine and thousands of miles of coast line, from the attacks of the enemy. Silently, day and night these fighting monsters plow the high seas, ever watchful of our shipping, constantly on the alert for enemy submarines, ready on the instant to blow them to atoms.

"In no other navy will you find more expert seamen and gunners, every mother's son of them loyal, true blue Americans, gladly giving their lives to the protection of our native land, our homes and our liberty."

The 1919 Columbian Calendar is in keeping with the times, and it will be highly prized by everyone who is fortunate enough to receive it.

This calendar should be in the hands of everyone interested in the sale or handling of cordage. While the supply is limited, the Columbian Rope Company of Auburn, N. Y., offer to send one to anyone interested upon request. So, if you want a Columbian Calendar, better send for it today.

A Frenchman was waiting at a railroad station in Ireland when a couple of natives sat down beside him.

Said one—"Sure, Pat, it's down to Kilmary I've been, and I'm on me way back to Kilpatrick."

"Ye don't say so," said the other. "It's mesself that's just after being down to Kilkenney, and I stop here a bit before I go to Kilmor."

"What assassins!" exclaimed the Frenchman. "Would that I were safely back in France!"

AFTER MANY YEARS

"Do you go in for aviation?" asked the professor of English as he met an alumnus.

The alumnus took full advantage of the situation:

"No, professor, not for aviation. One goes in for sea bathing, but for aviation I think one goes up, doesn't he?"

ENOUGH HUNTING

A young Swede appeared at the county judge's office and asked for a license.

"What kind of a license?" asked the judge, "a hunting license?"

"No," was the answer. "Aye tank ays bane hunting long enough. Aye want marriage license."

THE PLACE FOR HIM

First Manager—Why did you advise that fellow to go into a stock company? He is no actor.

Second Manager—Can't act a bit more than a cow. That's one reason I told him to go into a stock company.

SOME WORK

The ladies were each turning in a dollar for the Missionary Society, and each was asked to tell how she had earned the money. One woman said: "I got this dollar from my husband."

"But that wasn't earning it," remonstrated the minister. "You remember, each one of you agreed to earn the money."

"Yes, I remember," replied the woman. "but you don't know my husband."

Efficiency, when defined in its broadest sense, is largely a matter of keeping our eyes open. The buying public is woefully neglected every day because those who are expected to serve are asleep at the switch. The beauties of the world and the great achievements of other men too often become merely a passing show, because our minds and eyes are closed when they ought to be open and alert.

If you know things positively you will be able to talk positively.

They can, who think they can. Character is a perfectly educated will.

No man can be considered a success who does not move until he is pushed.

Opportunity is inside—not outside. It lies in a man's abilities and not in his surroundings.

The other fellow brings me my bread and butter, so I must think first, last and all the time of what I can do to promote his interests.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.
 OFFICIAL ORGAN OF THE WESTERN TRADE
 VOL. XIV FEBRUARY, 1919 NUMBER 2

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
 R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the HARDWARE WORLD, 1919
 All Rights Reserved.

OFFICES		
Eastman's Bank Bldg. St. Louis.	Hillsworth Bldg. Chicago.	70 Fifth Ave. New York.
Phelan Bldg. San Francisco.	388 Taylor St Corner 10th Portland, Ore.	817 I. M. Van Nuys Bldg. Los Angeles
507 Pioneer Bldg. Seattle.		204 Scott Bldg. Salt Lake.
220 Pacific Bldg. Vancouver, B. C., Canada.		

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—

Blank Rim Fire—	Black Smkls.	Semi-Smkls.
22 Short	.15	...
32 Short	.35	...
32 S. & W.	.55	...
32 S. & W.	.70	...
32 Long Colt.	1.20	...
44 W. O. F.	1.50	...
Shot Rim Fire—		
22 Long	.55	.60
32 Long	1.05	...
Shot Center Fire—		
32 S. & W.	.95	...
32 W. O. F.	1.30	...
32 S. & W.	1.15	...
32 W. O. F.	1.50	...
44 W. O. F.	1.50	1.75
44 X. L.	1.60	1.80
44 Game Getter	1.50	1.60
Rim Fire, Ball—		
BB Caps	.35	.35
CB Caps	.45	.45
22 Short	.25	.30
22 Short H. P.	.35	.35
22 Long	.35	.40
22 Long H. P.	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H. P.	.45	.45
22 W. R. F.	.50	.55
22 W. R. F. H. P.	.55	.60
22 Win. Auto.	.55	.55
22 Win. Auto, H. P.	.60	.60
25 Short Stevens	.60	...
25 Stevens	.80	...
32 Short	.80	...
32 Long	.70	...
32 Short	1.00	...
32 Long	1.00	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win. SS	1.30	1.50
25 Colts Auto.	...	1.85
25-30 Single Shot.	1.55	1.75
25-30 Win.	1.35	1.60
25-30 Win HV	...	1.75
7-63 MM-Mausier	...	2.15
7-65 MM-Mausier	...	2.15
9 MM-Luger	...	2.30
32 Colts Auto.	...	1.35
32 Colts Short.	1.00	1.10
32 Colts Long.	1.15	1.25
32 Colts Police Positive.	1.15	1.25
32 S. & W.	1.00	1.10
32 S. & W. Long	1.15	1.25
32-30 Marlin	1.40	1.80
32 Winchester	1.40	1.80
32-30 Win HV	...	1.80
32 S. & W. Auto.	...	1.55
32 Colts Auto.	...	2.20
32 Colts Short	1.25	1.35
32 Colts Long	1.30	1.50
32 Colts Police Positive.	1.25	1.35

38 S. & W.	1.30	1.30
38 S. & W. Special.	1.45	1.55
38 Winchester	1.65	2.05
41 Colts Short DA.	1.80	1.50
41 Colts Long DA.	1.60	1.75
44 Bull Dog	1.85	...
44 S. & W. Amer.	1.75	1.95
44 S. & W. Rus.	1.75	1.95
44 S. & W. Special.	1.90	2.10
44 Webley	1.50	...
44 Winchester	1.65	2.05
45 Colts	1.95	2.10
45 Colts Auto.	...	2.50
Center Fire Military and Sporting—		
22 Savage	1.40	...
250-3000 Savage.	1.95	...
25-21 Stevens.	1.90	2.55
25-25 Stevens	1.90	2.55
25-35 Winchester	1.20	...
25-35 Short Range.	1.20	...
25-35 Marlin	1.20	...
25 Remington Rimless.	1.20	...
6 MM U. S. N.	1.85	...
7 MM Special Mauser	1.85	...
7-65 MM Bel Mauser	1.85	...
8 MM Mauser	1.85	...
9 MM Mauser	2.05	...
30-30 Winchester	1.85	...
30 Remington Rimless.	1.85	...
30 Government Rimless.	2.05	...
308 Savage	1.85	...
32 Remington Rimless.	1.85	...
32-40 Winchester	1.05	1.20
32-40 Winchester HV	1.85	...
32 Winchester SM. Ldg.	2.45	...
32 Winchester Special.	1.85	...
32 Winchester	1.60	...
35 Remington Rimless.	1.55	...
35 Winchester	1.95	...
35 Winchester SM. Ldg.	2.55	...
351 Winchester SM. Ldg.	2.85	...
38-55 Winchester Lead.	1.80	1.55
38-55 Winchester HV	1.65	...
38-55 Winchester	1.80	1.55
40-60 Marlin	1.85	...
40-60 Winchester	1.85	1.55
40-65 Winchester	1.85	1.65
40-70 Winchester	1.40	1.65
40-72 Winchester	1.40	1.65
40-82 Winchester	1.40	1.65
401 Winchester Auto.	...	1.55
405 Winchester	2.30	...
45-60 Winchester	1.40	...
45-70-405 Government.	1.40	1.60
45-75 Winchester	1.40	...
45-90 Winchester	1.50	1.65

SHELLS, LOADED—

Peters' Target and High Gun,	
Winchester Repeater or Remington U. M. C. Nitro Club—	
12 3 drs. x 1 oz., 24 gra. x 1 oz., drop shot	\$1.25

3 drs. x 1 1/4 oz., 24 gra. x 1 1/4 oz. drop shot	1.25
3 1/4 drs. x 1 1/4 oz., 26 gra. x 1 1/4 oz., drop shot	1.25
3 1/4 drs. x 1 1/4 oz., BB shot, drop shot	1.80
3 1/4 drs. x Buck shot, drop shot	1.85
16 2 1/4 drs. x 1/2 oz., 22 gra. x 1/2 oz., drop shot	1.20
2 1/4 drs. x 1/2 oz., BB shot, drop shot	1.35
20 2 1/4 drs. x 1/2 oz., 18 gra. x 1/2 oz., drop shot	1.15
Peters' Ideal and Premier, Winchester Leader or Remington U. M. C. Arrow—	
12 3 1/4 drs. x 1 1/4 oz., 26 gra. x 1 1/4 oz., chilled shot	1.85
3 1/4 drs. x 1 1/4 oz., 28 gra. x 1 1/4 oz., chilled shot	1.40
16 2 1/4 drs. x 1/2 oz., 22 gra. x 1/2 oz., chilled shot	1.80
20 2 1/4 drs. x 1/2 oz., chilled shot	1.35
2 1/4 drs. x 1/2 oz., chilled shot	1.35
Trap Loads—	
12 3 drs. x 1 1/4 oz., 7 1/2 chilled	1.85
3 1/4 drs. x 1 1/4 oz., 7 1/2 chilled	1.40
Black Powder and Semi-Smokeless Loads—	
12 3 1/4 drs. x 1 1/4 oz., drop shot	1.05
Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black Pow.—	
12, 16, 20, Ga. per 100	1.50
10 Ga. per 100	1.65
For Smokeless Powder, Repeater or Nitro Club Target and High Gun—	
12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10
Leader or Arrow Ideal and Premier—	
12, 16, 20, 28 Ga.	2.80
10 Ga. per 100	2.40
Empty Brass Shells—	
Best Qual. 12, 16, 20, 28, Box 25	2.75
3rd Qual. 12, 16, 20, 28, box 25	2.10
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, 1/4 in., 125 in box	.40
Black Edge, 1/4 in., 250 in box	.80

ADAMS (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4 1/4 White, \$3.25 each; No. 281, 3 1/4 Sierra, \$2.75 ea.; No. 281, 4 Sierra, \$2.75 ea.; No. 281, 4 1/4 Sierra, \$2.75 ea.; Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5 1/4 White, \$3.50 each; No. 235, 5 Sierra, \$3.00 each; No. 235, 5 1/4 Sierra, \$3.00 each. Ship, No. 44, 4 White, \$3.85 each; No. 44, 4 1/4 White, \$3.85 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/4 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$3.50 each; No. 235, 4 1/4 Sierra, \$3.50 each.

ANCHORS—Screws per 100, 2-16, \$4.15; 1/4, \$6.35.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 lb.; 70 to 79 lb., 23 lb.; 60 to 69 lb., 23 1/2 lb.; 50 to 59 lb., 24 1/2 lb. With Oil Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 13 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/2-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack \$6.00

AUGERS—Greenlee Carpenters Nut, No. 57.
Size 1/4 1/2 3/4 1 1 1/2 2 2 1/2 3 3 1/2 4 4 1/2 5 5 1/2 6 6 1/2 7 7 1/2 8 8 1/2 9 9 1/2 10 10 1/2 11 11 1/2 12 12 1/2 13 13 1/2 14 14 1/2 15 15 1/2 16 16 1/2 17 17 1/2 18 18 1/2 19 19 1/2 20 20 1/2 21 21 1/2 22 22 1/2 23 23 1/2 24 24 1/2 25 25 1/2 26 26 1/2 27 27 1/2 28 28 1/2 29 29 1/2 30 30 1/2 31 31 1/2 32 32 1/2 33 33 1/2 34 34 1/2 35 35 1/2 36 36 1/2 37 37 1/2 38 38 1/2 39 39 1/2 40 40 1/2 41 41 1/2 42 42 1/2 43 43 1/2 44 44 1/2 45 45 1/2 46 46 1/2 47 47 1/2 48 48 1/2 49 49 1/2 50 50 1/2 51 51 1/2 52 52 1/2 53 53 1/2 54 54 1/2 55 55 1/2 56 56 1/2 57 57 1/2 58 58 1/2 59 59 1/2 60 60 1/2 61 61 1/2 62 62 1/2 63 63 1/2 64 64 1/2 65 65 1/2 66 66 1/2 67 67 1/2 68 68 1/2 69 69 1/2 70 70 1/2 71 71 1/2 72 72 1/2 73 73 1/2 74 74 1/2 75 75 1/2 76 76 1/2 77 77 1/2 78 78 1/2 79 79 1/2 80 80 1/2 81 81 1/2 82 82 1/2 83 83 1/2 84 84 1/2 85 85 1/2 86 86 1/2 87 87 1/2 88 88 1/2 89 89 1/2 90 90 1/2 91 91 1/2 92 92 1/2 93 93 1/2 94 94 1/2 95 95 1/2 96 96 1/2 97 97 1/2 98 98 1/2 99 99 1/2 100 100 1/2 101 101 1/2 102 102 1/2 103 103 1/2 104 104 1/2 105 105 1/2 106 106 1/2 107 107 1/2 108 108 1/2 109 109 1/2 110 110 1/2 111 111 1/2 112 112 1/2 113 113 1/2 114 114 1/2 115 115 1/2 116 116 1/2 117 117 1/2 118 118 1/2 119 119 1/2 120 120 1/2 121 121 1/2 122 122 1/2 123 123 1/2 124 124 1/2 125 125 1/2 126 126 1/2 127 127 1/2 128 128 1/2 129 129 1/2 130 130 1/2 131 131 1/2 132 132 1/2 133 133 1/2 134 134 1/2 135 135 1/2 136 136 1/2 137 137 1/2 138 138 1/2 139 139 1/2 140 140 1/2 141 141 1/2 142 142 1/2 143 143 1/2 144 144 1/2 145 145 1/2 146 146 1/2 147 147 1/2 148 148 1/2 149 149 1/2 150 150 1/2 151 151 1/2 152 152 1/2 153 153 1/2 154 154 1/2 155 155 1/2 156 156 1/2 157 157 1/2 158 158 1/2 159 159 1/2 160 160 1/2 161 161 1/2 162 162 1/2 163 163 1/2 164 164 1/2 165 165 1/2 166 166 1/2 167 167 1/2 168 168 1/2 169 169 1/2 170 170 1/2 171 171 1/2 172 172 1/2 173 173 1/2 174 174 1/2 175 175 1/2 176 176 1/2 177 177 1/2 178 178 1/2 179 179 1/2 180 180 1/2 181 181 1/2 182 182 1/2 183 183 1/2 184 184 1/2 185 185 1/2 186 186 1/2 187 187 1/2 188 188 1/2 189 189 1/2 190 190 1/2 191 191 1/2 192 192 1/2 193 193 1/2 194 194 1/2 195 195 1/2 196 196 1/2 197 197 1/2 198 198 1/2 199 199 1/2 200 200 1/2 201 201 1/2 202 202 1/2 203 203 1/2 204 204 1/2 205 205 1/2 206 206 1/2 207 207 1/2 208 208 1/2 209 209 1/2 210 210 1/2 211 211 1/2 212 212 1/2 213 213 1/2 214 214 1/2 215 215 1/2 216 216 1/2 217 217 1/2 218 218 1/2 219 219 1/2 220 220 1/2 221 221 1/2 222 222 1/2 223 223 1/2 224 224 1/2 225 225 1/2 226 226 1/2 227 227 1/2 228 228 1/2 229 229 1/2 230 230 1/2 231 231 1/2 232 232 1/2 233 233 1/2 234 234 1/2 235 235 1/2 236 236 1/2 237 237 1/2 238 238 1/2 239 239 1/2 240 240 1/2 241 241 1/2 242 242 1/2 243 243 1/2 244 244 1/2 245 245 1/2 246 246 1/2 247 247 1/2 248 248 1/2 249 249 1/2 250 250 1/2 251 251 1/2 252 252 1/2 253 253 1/2 254 254 1/2 255 255 1/2 256 256 1/2 257 257 1/2 258 258 1/2 259 259 1/2 260 260 1/2 261 261 1/2 262 262 1/2 263 263 1/2 264 264 1/2 265 265 1/2 266 266 1/2 267 267 1/2 268 268 1/2 269 269 1/2 270 270 1/2 271 271 1/2 272 272 1/2 273 273 1/2 274 274 1/2 275 275 1/2 276 276 1/2 277 277 1/2 278 278 1/2 279 279 1/2 280 280 1/2 281 281 1/2 282 282 1/2 283 283 1/2 284 284 1/2 285 285 1/2 286 286 1/2 287 287 1/2 288 288 1/2 289 289 1/2 290 290 1/2 291 291 1/2 292 292 1/2 293 293 1/2 294 294 1/2 295 295 1/2 296 296 1/2 297 297 1/2 298 298 1/2 299 299 1/2 300 300 1/2 301 301 1/2 302 302 1/2 303 303 1/2 304 304 1/2 305 305 1/2 306 306 1/2 307 307 1/2 308 308 1/2 309 309 1/2 310 310 1/2 311 311 1/2 312 312 1/2 313 313 1/2 314 314 1/2 315 315 1/2 316 316 1/2 317 317 1/2 318 318 1/2 319 319 1/2 320 320 1/2 321 321 1/2 322 322 1/2 323 323 1/2 324 324 1/2 325 325 1/2 326 326 1/2 327 327 1/2 328 328 1/2 329 329 1/2 330 330 1/2 331 331 1/2 332 332 1/2 333 333 1/2 334 334 1/2 335 335 1/2 336 336 1/2 337 337 1/2 338 338 1/2 339 339 1/2 340 340 1/2 341 341 1/2 342 342 1/2 343 343 1/2 344 344 1/2 345 345 1/2 346 346 1/2 347 347 1/2 348 348 1/2 349 349 1/2 350 350 1/2 351 351 1/2 352 352 1/2 353 353 1/2 354 354 1/2 355 355 1/2 356 356 1/2 357 357 1/2 358 358 1/2 359 359 1/2 360 360 1/2 361 361 1/2 362 362 1/2 363 363 1/2 364 364 1/2 365 365 1/2 366 366 1/2 367 367 1/2 368 368 1/2 369 369 1/2 370 370 1/2 371 371 1/2 372 372 1/2 373 373 1/2 374 374 1/2 375 375 1/2 376 376 1/2 377 377 1/2 378 378 1/2 379 379 1/2 380 380 1/2 381 381 1/2 382 382 1/2 383 383 1/2 384 384 1/2 385 385 1/2 386 386 1/2 387 387 1/2 388 388 1/2 389 389 1/2 390 390 1/2 391 391 1/2 392 392 1/2 393 393 1/2 394 394 1/2 395 395 1/2 396 396 1/2 397 397 1/2 398 398 1/2 399 399 1/2 400 400 1/2 401 401 1/2 402 402 1/2 403 403 1/2 404 404 1/2 405 405 1/2 406 406 1/2 407 407 1/2 408 408 1/2 409 409 1/2 410 410 1/2 411 411 1/2 412 412 1/2 413 413 1/2 414 414 1/2 415 415 1/2 416 416 1/2 417 417 1/2 418 418 1/2 419 419 1/2 420 420 1/2 421 421 1/2 422 422 1/2 423 423 1/2 424 424 1/2 425 425 1/2 426 426 1/2 427 427 1/2 428 428 1/2 429 429 1/2 430 430 1/2 431 431 1/2 432 432 1/2 433 433 1/2 434 434 1/2 435 435 1/2 436 436 1/2 437 437 1/2 438 438 1/2 439 439 1/2 440 440 1/2 441 441 1/2 442 442 1/2 443 443 1/2 444 444 1/2 445 445 1/2 446 446 1/2 447 447 1/2 448 448 1/2 449 449 1/2 450 450 1/2 451 451 1/2 452 452 1/2 453 453 1/2 454 454 1/2 455 455 1/2 456 456 1/2 457 457 1/2 458 458 1/2 459 459 1/2 460 460 1/2 461 461 1/2 462 462 1/2 463 463 1/2 464 464 1/2 465 465 1/2 466 466 1/2 467 467 1/2 468 468 1/2 469 469 1/2 470 470 1/2 471 471 1/2 472 472 1/2 473 473 1/2 474 474 1/2 475 475 1/2 476 476 1/2 477 477 1/2 478 478 1/2 479 479 1/2 480 480 1/2 481 481 1/2 482 482 1/2 483 483 1/2 484 484 1/2 485 485 1/2

RETAIL SELLING PRICES—Continued.

L. & G. ENAMELED WARE—

Oval Foot Baths.			Drinking Cups.			Covered Bake Pans.		
0	.....	\$1.15	08	.....	.15	1	.....	\$ .65
1	.....	1.40	09	.....	.15	20	.....	.40
2	.....	1.65	010	.....	.20	Round Bake Pans.		
3	.....	2.00	8	.....	.15	20	.....	.40
4	.....	2.50	9	.....	.20	80	.....	.45
Coffee Biggins.			10	.....	.30	40	.....	.50
0	.....	.80	11	.....	.35	50	.....	.55
01	.....	.85	Pieced Cups.			60	.....	.60
00	.....	.95	20	.....	.15	Bed or Douche Pans.		
010	.....	1.05	25	.....	.20	2	.....	\$2.00
020	.....	1.20	40	.....	.50	Bed Pans.		
030	.....	1.35	Straight Cups.			1	.....	\$3.00
040	.....	1.45	0	.....	.20	Bread Pans.		
050	.....	1.60	6	.....	.25	2	.....	.35
Coffee Boilers.			120	.....	.40	11	.....	.85
60	.....	\$1.10	Miners' Cups.			12	.....	.45
70	.....	1.25	50	.....	.40	13	.....	.55
80	.....	1.50	Measuring Cups.			Oblong Pans.		
90	.....	1.80	10	.....	.20	08	.....	.35
100	.....	2.50	After Dinner Cups & Saucers.			04	.....	.40
601	.....	1.25	10	.....	.35	01	.....	.50
701	.....	1.40	Cups & Saucers.			03	.....	.55
801	.....	1.65	100	.....	.35	Sponge Cake Pans.		
901	.....	2.10	30	.....	.55	200	.....	.35
1001	.....	2.75	400	.....	.40	Oblong Stove Pans.		
Fish Boilers.			Cuspidors.			100	.....	.45
218	.....	\$4.00	10	.....	.45	300	.....	.50
220	.....	4.50	20	.....	.55	800	.....	.65
222	.....	5.00	80	.....	.65	325	.....	.75
2181	.....	4.25	Flaring Cocoa Shaped Dippers.			350	.....	.85
2201	.....	4.75	161	.....	.25	400	.....	.95
2221	.....	5.50	151	.....	.35	425	.....	1.00
Ham Boilers.			Genuine Cocoa Shaped Dippers.			450	.....	1.05
170	.....	\$2.75	55	.....	.50	475	.....	1.15
175	.....	3.00	Cup Dippers.			500	.....	1.25
Milk or Rice Boilers.			9	.....	.25	550	.....	1.45
14	.....	.95	10	.....	.30	Square Stove Pans.		
16	.....	1.00	11	.....	.35	110	.....	.65
18	.....	1.15	Flaring Dippers.			111	.....	.70
20	.....	1.35	010	.....	.25	112	.....	.75
22	.....	1.50	011	.....	.30	113	.....	.85
24	.....	1.75	012	.....	.35	114	.....	.95
26	.....	2.00	Windsor Dippers.			115	.....	1.00
28	.....	2.50	100	.....	.30	116	.....	1.15
30	.....	3.00	110	.....	.30	117	.....	1.25
141	.....	1.00	112	.....	.35	118	.....	1.40
161	.....	1.10	114	.....	.40	Square Jelly Cakes Pans.		
181	.....	1.25	Oblong Soap Dishes.			99	.....	.30
201	.....	1.40	50	.....	.30	100	.....	.35
221	.....	1.65	60	.....	.30	90	.....	.35
241	.....	1.90	060	.....	.30	Jelly Cake Pans.		
261	.....	2.15	Wall Soap Dishes.			8	.....	.25
281	.....	2.75	7	.....	.50	9	.....	.25
361	.....	3.50	40	.....	.40	10	.....	.30
52	.....	1.05	Coffee Flasks.			68	.....	.35
52 1/2	.....	1.15	10	.....	.50	69	.....	.30
58	.....	1.20	Round Coffee Flasks.			70	.....	.30
58 1/2	.....	1.35	110	.....	.65	Mountain Cake Pans.		
54	.....	1.50	210	.....	.75	78	.....	.30
56	.....	2.00	Pieced Funnels.			79	.....	.30
58	.....	2.50	01	.....	.30	80	.....	.35
52 1/2	.....	1.15	02	.....	.30	Oval Dish Pans.		
52 1/4	.....	1.25	03	.....	.35	15	.....	\$1.50
58 1/2	.....	1.35	04	.....	.40	18	.....	1.75
58 1/4	.....	1.50	05	.....	.45	22	.....	2.00
54 1/2	.....	1.65	06	.....	.55	Dish Pans.		
56 1/2	.....	2.15	Fruit Jar Fillers.			80	.....	.95
58 1/2	.....	2.75	20	.....	.25	100	.....	1.00
Smis. Bowls.			Berlin Kettles.			140	.....	1.15
9-10	.....	.30	02	.....	.55	170	.....	1.35
12 1/4	.....	.25	03	.....	.65	210	.....	1.55
16	.....	.30	04	.....	.75	800	.....	2.35
18	.....	.35	05	.....	.85	400	.....	3.50
20	.....	.40	06	.....	.90	101	.....	.95
22	.....	.45	08	.....	1.15	141	.....	1.05
24	.....	.50	010	.....	1.35	171	.....	1.35
26	.....	.60	012	.....	1.65	Rinsing Pans.		
28	.....	.70	021	.....	.65	08	.....	.35
30	.....	.85	031	.....	.75	010	.....	.95
Soup Bowls.			041	.....	.90	012	.....	1.00
125	.....	.25	051	.....	1.00	014	.....	1.05
Wash Bowls.			061	.....	1.15	017	.....	1.25
26	.....	.35	081	.....	1.40	Lipped Fry Pans.		
28	.....	.40	0101	.....	1.65	30	.....	.30
30	.....	.45	0121	.....	1.85	31	.....	.35
32	.....	.50	Convex Kettles.			32	.....	.40
34	.....	.60	212	.....	\$1.05	33	.....	.45
36	.....	.70	214	.....	1.25	34	.....	.50
Covered Buckets.			216	.....	1.50	35	.....	.60
19	.....	.35	218	.....	1.75	36	.....	.65
21	.....	.40	Milk Kettles.			National Fry Pans.		
21 1/2	.....	.45	70	.....	.40	49	.....	.30
22	.....	.50	71	.....	.50	50	.....	.35
24	.....	.60	72	.....	.65	51	.....	.45
26	.....	.70	73	.....	.75	52	.....	.50
28	.....	.85	74	.....	.90	53	.....	.55
30	.....	1.00	75	.....	1.05	54	.....	.65
32	.....	1.25	81	.....	.50	Lipped Preserving Kettles.		
33	.....	1.50	82	.....	.65	14	.....	.30
			83	.....	.75	15	.....	.35
			84	.....	.70	16	.....	.40
			85	.....	.75	18	.....	.45
			86	.....	1.05	20	.....	.50
			87	.....	.65	22	.....	.55
			88	.....	.75	24	.....	.60
			89	.....	.80	26	.....	.65
			90	.....	.85	28	.....	.70
			91	.....	.90	30	.....	.75
			92	.....	1.05	32	.....	.80
			93	.....	1.15	34	.....	.85
			94	.....	1.25	36	.....	.90
			95	.....	1.35	38	.....	.95
			96	.....	1.45	40	.....	1.00
			97	.....	1.55	42	.....	1.05
			98	.....	1.65	44	.....	1.10
			99	.....	1.75	46	.....	1.15
			100	.....	1.85	48	.....	1.20
			101	.....	1.95	50	.....	1.25
			102	.....	2.05	52	.....	1.30
			103	.....	2.15	54	.....	1.35
			104	.....	2.25	56	.....	1.40
			105	.....	2.35	58	.....	1.45
			106	.....	2.45	60	.....	1.50
			107	.....	2.55	62	.....	1.55
			108	.....	2.65	64	.....	1.60
			109	.....	2.75	66	.....	1.65
			110	.....	2.85	68	.....	1.70
			111	.....	2.95	70	.....	1.75
			112	.....	3.05	72	.....	1.80
			113	.....	3.15	74	.....	1.85
			114	.....	3.25	76	.....	1.90
			115	.....	3.35	78	.....	1.95
			116	.....	3.45	80	.....	2.00
			117	.....	3.55	82	.....	2.05
			118	.....	3.65	84	.....	2.10
			119	.....	3.75	86	.....	2.15
			120	.....	3.85	88	.....	2.20
			121	.....	3.95	90	.....	2.25
			122	.....	4.05	92	.....	2.30
			123	.....	4.15	94	.....	2.35
			124	.....	4.25	96	.....	2.40
			125	.....	4.35	98	.....	2.45
			126	.....	4.45	100	.....	2.50
			127	.....	4.55	102	.....	2.55
			128	.....	4.65	104	.....	2.60
			129	.....	4.75	106	.....	2.65
			130	.....	4.85	108	.....	2.70
			131	.....	4.95	110	.....	2.75
			132	.....	5.05	112	.....	2.80
			133	.....	5.15	114	.....	2.85
			134	.....	5.25	116	.....	2.90
			135	.....	5.35	118	.....	2.95
			136	.....	5.45	120	.....	3.00
			137	.....	5.55	122	.....	3.05
			138	.....	5.65	124	.....	3.10
			139	.....	5.75	126	.....	3.15
			140	.....	5.85	128	.....	3.20
			141	.....	5.95	130	.....	3.25
			142	.....	6.05	132	.....	3.30
			143	.....	6.15	134	.....	3.35
			144	.....	6.25	136	.....	3.40
			145	.....	6.35	138	.....	3.45
			146	.....	6.45	140	.....	3.50
			147	.....	6.55	142	.....	3.55
			148	.....	6.65	144	.....	3.60
			149	.....	6.75	146	.....	3.65
			150	.....	6.85	148	.....	3.70
			151	.....	6.95	150	.....	3.75
			152	.....	7.05	152	.....	3.80
			153	.....	7.15	154	.....	3.85
			154	.....	7.25	156	.....	3.90
			155	.....	7.35	158	.....	3.95

RETAIL SELLING PRICES—Continued

55 ..... .70	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
56 ..... .75	9 ..... .25	58 ..... .25	1650 1.90	224 7.50
Muffin Pans.	10 ..... .30	59 ..... .30	1850 2.25	236 9.00
406 ..... .45	12 ..... .30	60 ..... .35	Berlin Sauce Pots.	812 9.00
408 ..... .55	14 ..... .35	2 1/2 Coffee Pots.	02 ..... .55	818 12.00
409 ..... .65	16 ..... .35	3 ..... .60	08 ..... .65	824 15.00
412 ..... .75	18 ..... .40	4 ..... .65	04 ..... .75	836 18.00
Corn Cake Pans.	20 ..... .45	5 ..... .65	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .55	6 ..... .65	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	15 ..... .75	08 1.15	14 2.00
709 ..... .75	26 ..... .65	25 ..... .75	010 1.40	17 2.25
712 ..... .85	28 ..... .80	35 ..... .85	012 1.65	21 2.75
Milk Pans.	30 ..... .95	45 ..... .90	021 ..... .65	101 2.00
00 ..... .20	Straight Sauce Pans.	55 1.05	031 ..... .75	141 2.25
0 ..... .30	250 ..... .55	21 1/2 ..... .55	041 ..... .90	171 2.75
1 ..... .25	350 ..... .65	31 ..... .60	051 1.00	211 3.25
15 ..... .25	450 ..... .80	51 ..... .65	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	251 ..... .75	081 1.25	Roasters.
30 ..... .35	Shallow Stew Pans.	351 ..... .90	0101 1.65	150 \$2.50
40 ..... .40	3 ..... .30	451 1.00	0121 1.85	180 3.25
50 ..... .50	4 ..... .35	551 1.15	Convex Sauce Pots.	200 4.30
60 ..... .55	5 ..... .40	05 ..... .90	212 \$1.05	Grocers' Scoops.
80 ..... .65	6 ..... .50	015 1.00	214 1.25	2 \$1.40
100 ..... .70	Deep Stew Pans.	025 1.15	216 1.50	8 ..... .50
120 ..... .85	14 ..... .35	035 1.20	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	045 1.25	220 2.00	5 ..... .55
50 ..... .25	18 ..... .40	055 1.50	222 2.50	20 ..... .55
100 ..... .25	20 ..... .45	051 1.00	2121 1.20	80 ..... .65
150 ..... .30	22 ..... .50	0151 1.05	2141 1.40	40 ..... .85
300 ..... .35	Molasses Pitchers.	0251 1.15	2161 1.75	50 1.00
400 ..... .40	601 \$1.55	0351 1.20	2181 2.00	Flat Skimmers.
500 ..... .50	Convex Water	0451 1.40	2201 2.25	9 \$1.20
600 ..... .55	Pitchers.	0551 1.55	2221 2.75	10 ..... .30
800 ..... .65	401 ..... .60	Tea Pots.	Oval Sauce Pots.	11 ..... .35
1000 ..... .70	402 ..... .65	00 \$1.50	2 \$2.00	12 ..... .35
Pus Pans	403 ..... .75	01 ..... .55	3 2.25	Spittoons.
1 ..... .50	404 ..... .85	0 ..... .65	4 2.50	300 \$1.85
2 ..... .55	405 ..... .90	10 ..... .70	5 2.75	800 1.10
3 ..... .65	406 1.00	20 ..... .80	Straight Sauce Pots.	Club Spittoons.
8 ..... .75	Water Pitchers.	30 ..... .85	014 \$1.50	100 \$1.25
Berlin Sauce Pans.	5 \$1.00	40 ..... .95	016 ..... .65	Hotel Spittoons.
02 ..... .55	10 1.15	50 1.05	018 ..... .70	150 \$2.50
04 ..... .65	20 1.25	001 ..... .60	020 ..... .85	Basting Spoons.
06 ..... .75	0 ..... .70	011 ..... .65	022 1.00	10 \$1.15
08 ..... .85	1 ..... .80	014 ..... .70	024 1.25	12 ..... .30
09 ..... .95	2 ..... .90	101 ..... .80	026 1.50	14 ..... .30
010 1.15	3 1.05	201 ..... .85	028 2.00	16 ..... .30
012 1.35	4 1.20	301 ..... .95	030 2.25	18 ..... .35
021 1.65	6 2.00	401 1.05	032 2.50	Steamers.
031 ..... .75	Pitchers & Bowls.	501 1.15	80 2.50	7 \$1.15
041 ..... .90	100 \$1.55	1000 ..... .95	100 1.25	8 1.35
051 1.00	200 1.75	1010 1.00	120 1.75	9 1.50
061 1.15	Dinner Plates.	1020 1.15	140 2.25	Tea Steepers.
081 1.40	19 ..... .25	1050 1.55	200 2.75	2 \$1.50
0101 1.65	20 ..... .30	2000 1.00	801 1.40	Handy Strainers.
0121 1.85	21 ..... .35	2010 1.10	1001 1.75	140 \$1.15
Comb. Dbl. Sauce	Pie Plates.	2020 1.20	1201 2.00	Gravy Strainers.
Pans.	27 \$1.20	2030 1.25	1601 2.50	2 \$1.35
1 \$1.50	28 ..... .30	2040 1.45	2001 3.00	Jelly Strainers.
11 1.75	29 ..... .25	2050 1.85	Covered Stove Pots.	20 \$1.30
Comb. Triple Sauce	30 ..... .30	Fireless Cooker Pots	706 \$1.25	Cake Turners.
Pans.	31 ..... .35	420 ..... .85	707 1.50	13 \$1.15
10 \$2.25	32 ..... .25	620 1.15	708 2.00	14 ..... .20
101 2.50	33 ..... .30	820 1.40	709 2.50	Female Urinals.
Sauce Pans.	40 ..... .30	1820 1.25	7061 1.50	1 \$2.00
162 ..... .55	41 ..... .35	1830 1.60	7071 1.75	Male Urinals.
163 ..... .60	Lebanon Pie Plates.	450 1.90	7081 2.25	2 \$1.85
164 ..... .70	47 ..... .25	650 1.15	7091 2.75	
	48 ..... .25	850 1.85	Soup Stock Pots.	
	49 ..... .30		212 \$4.50	
	50 ..... .30			

(Continued from page 153)

Tuff Temper, 4-5, \$3.50 each; Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/4-4 1/4, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/4-4 1/4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3 1/4-4 1/4, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3 1/4-4 1/4, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3 1/4-4 1/4, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3 1/4-4 1/4, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/4-4 1/4, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-F, \$2.50 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickel, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 23, 16c lb.; Claw No. 20, 18c lb.; Ripping or Wrecking, Goose Neck No. 3657—1/4 x 18, 55c each; Goose Neck No. 3659, 1/4 x 24, 85c each; Goose Neck No. 3662, 1/4 x 24, \$1.00 each; Straight Chisel No. 14, 1/4 x 15, 65c each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, \$1.40 each; Red Devil or Red Label, No. 6-D, 50c each; Hot Shot Multiple, No. 1562, \$2.25 each; No. 1662, \$3.75 each; Ever Ready, same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2-inch Rough, \$1.00 each; 3/4-inch, \$1.25 each; 1-inch, \$1.75 each; 1-inch, \$3.65 each; 112—1/2-inch Finished, \$1.25 each; 3/4-inch, \$1.50 each; 1-inch, \$2.25 each; 1-inch, \$4.25 each; 0112—1/2-inch Nickel-plated, \$1.50 each; 3/4-inch, \$1.75 each; 1-inch, \$2.50 each; 1-inch, \$4.50 each; Hose 1113—1/2-inch Rough, \$1.10 each; 3/4-inch, \$1.40 each; 1-inch, \$1.90 each; 1-inch, \$4.00 each; 1 1/4-inch, \$7.50 each; 1 1/2-inch, \$10.00 each; 113—1/2-inch Finished, \$1.50 each; 3/4-inch, \$1.85 each; 1-inch, \$2.40 each; 1-inch, \$4.50 each; 0113—1/2-inch Nickel plated, \$1.60 each; 3/4-inch, \$1.85 each; 1-inch, \$2.75 each.

BITS—Auger

Size 16ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
81—List.								
Dox.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
81—Sell.								
Each.	.45	.40	.45	.50	.75	.90	1.10	1.30
100—List.								
Dox.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each.	.45	.40	.45	.50	.75	.90	1.10	1.30
101—List.								
Dox.	5.00	6.00	7.00	8.25				
101—Sell.								
Each.	.40	.45	.50	.75				

RETAIL SELLING PRICES—Continued

BITS—Anger—Continued.

Size 16ths.	3	4-6	7	8	9	10	11-12	13-14
35—List.								
Doz.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each . . . . .	.30	.25	.30	.35	.40	.45	.50	.60
Size 16ths.				15-16	17-18	20	22	24
35—List.								
Doz.				9.00	10.50	12.00	13.50	15.00
35—Sell.								
Each . . . . .				.75	.70	.85	.95	1.00
Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Doz.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each . . . . .	.45	.65	.75	.90	.95	1.00	1.10	1.15
Size 16ths.							14	15
47—List.								
Doz.						19.00	20.50	22.00
47—Sell.								
Each						1.20	1.30	1.40
Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Doz.	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50
53—Sell.								
Each	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45

Solid Center, in Sets—111½, \$1.05 set; 15, \$3.85 set; 30, \$6.00 set; 35, \$8.50 set; 350, \$8.50 set.

Irwin, in Sets—55, \$4.50 set; 55, \$6.50 set; 550, \$6.50 set.

Russell Jennings, in Sets—4520½, \$7.00 set; 4532½, 4532½ C, \$10.00 set; 4720½, \$7.00.

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BEVELS—Sliding T—No. 18: 6-in., 95c; 8-in., \$1.20; 10-in., \$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; 14-in., 75c.

BLOCKS—Wood Tackle.	Com. Sngl.	Com. Dbl.	Com. Triple	Pat. Sngl.	Pat. Dbl.	Pat. Trpl.
3-inch . . . . .	.80	\$1.45	\$1.90	\$1.30	\$2.20	\$3.20
4-inch . . . . .	.95	1.75	2.35	1.30	2.50	3.60
5-inch	1.00	1.90	2.50	1.40	2.80	3.85
6-inch	1.30	2.20	3.20	1.65	3.15	4.85
7-inch	1.45	2.65	3.85	1.65	3.65	5.50
8-inch	1.80	3.10	4.65	2.50	4.50	6.60
10-inch	3.00	4.90	6.85	3.85	6.60	9.35
12-inch	4.35	8.25	11.70	5.80	10.00	14.50

BLOCKS—Steel Tackle	Size	Single	Double
3-inch		\$.90	\$1.50
4-inch		1.00	1.90
5-inch		1.10	2.10
6-inch		1.30	2.40
8-inch		2.50	4.35
10-inch		4.20	7.00

BLOCKS—Wood Snatch.	Size	Double
6-inch		\$2.00
8-inch		4.35
10-inch		6.35
12-inch		7.50

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS, IRONING—With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.25 each; No. 20, Springer, 54x13", no sleeve board, \$3.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.85 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—Paper Lined—No. 45—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.10 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.85 each; 36x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36, \$2.15 each; 32x42, \$2.75 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each.

Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 32x32, \$3.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.40 each; 26x32, \$2.40 each; 28x34, \$2.75 each; 30x38, \$3.25 each; 32x42, \$3.75 each.

BOARDS, WASH—Toy No. 815, 80c each; Single Zinc No. 820, 55c each; 980, 80c each; 983, 50c each; Double Zinc No. 984, 90c each; Brass No. 801, \$1.05 each; Blue Enamel No. 964, 85c each; Glass No. 963, 80c each.

BOLTS—	Contractors.	Retail, by doz.
Carriage—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Machine—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Stove Bolts, 30% off List.		
Stud	Plus 30%	Plus 50%

BOLTS—

Common Carriage—3-16 & ¼-in.	5-16-in.	¾-in.	1-in.
Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1½ . . . . .	.25 1.00	.25 1.40	.30 1.90
2 . . . . .	.30 1.10	.35 1.52	.40 2.06
2½ . . . . .	.30 1.20	.30 1.64	.35 2.22
3 . . . . .	.35 1.40	.30 1.76	.35 2.38
3½ . . . . .	.35 1.60	.30 1.88	.40 2.54
4 . . . . .	.35 1.50	.30 2.00	.40 2.70
4½ . . . . .	.35 1.60	.35 2.12	.45 2.86
5 . . . . .	.35 1.70	.35 2.24	.45 3.02
5½ . . . . .	.30 1.80	.40 2.36	.50 3.18
6 . . . . .	.30 1.90	.40 2.48	.50 3.34
6½ . . . . .	.35 2.15	.45 2.60	.55 3.72
7 . . . . .	.35 2.40	.45 2.80	.60 4.10
7½ . . . . .	.40 2.75	.50 3.24	.65 4.52
8 . . . . .	.40 3.05	.50 3.68	.65 4.94
8½ . . . . .	. . . . .	.55 3.51	.70 4.72
9 . . . . .	. . . . .	.55 3.65	.75 4.90
9½ . . . . .	. . . . .	.60 3.79	.80 5.08
10 . . . . .	. . . . .	.60 3.93	.80 5.27

BOLTS—

Machine Square Head and Nut—	$\frac{1}{4}$ -in.		5-16-in.		$\frac{3}{8}$ -in.		7-16-in.	
	Doz.	100	Doz.	100	Doz.	100	Doz.	100
1-1½ . . . . .	.25	1.70	.30	2.00	.35	2.40	.40	2.80
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.60	3.68	.80	5.80	1.20	7.85
2 . . . . .	.25	1.78	.30	2.12	.35	2.56	.45	3.06
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.65	3.73	.85	5.69	1.30	8.48
2½ . . . . .	.30	1.86	.35	2.24	.40	2.72	.50	3.27
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.70	4.10	.90	5.89	1.40	8.99
3 . . . . .	.30	1.94	.35	2.36	.40	2.88	.55	3.47
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.70	4.47	.95	6.08	1.45	9.55
3½ . . . . .	.30	2.02	.40	2.48	.45	3.04	.55	3.67
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.75	4.73	1.05	6.66	1.55	10.10
4 . . . . .	.30	2.10	.40	2.60	.45	3.20	.60	3.88
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.80	5.00	1.10	7.24	1.60	10.66
4½ . . . . .	.35	2.20	.45	2.75	.50	3.40	.65	4.08
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.85	5.26	1.15	7.62	1.70	11.22
5 . . . . .	.35	2.30	.45	2.90	.50	3.59	.70	4.28
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.85	5.53	1.20	8.01	1.80	11.78
5½ . . . . .	.40	2.39	.50	3.02	.55	3.75	.70	4.49
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.90	5.80	1.25	8.40	1.90	12.34
6 . . . . .	.40	2.47	.50	3.14	.60	3.91	.75	4.70
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.95	6.06	1.30	8.79	1.95	12.90
6½ . . . . .	.....	.....	.55	3.27	.65	4.07	.80	4.90
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.00	6.33	1.40	9.17	2.10	13.46
7 . . . . .	.....	.....	.55	3.39	.65	4.24	.85	5.10
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.00	6.59	1.45	9.56	2.20	14.02
8 . . . . .	.....	.....	.60	3.63	.70	4.59	.90	5.51
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.10	7.12	1.60	10.34	2.25	15.15
9 . . . . .	.....	.....	.....	.....	.75	4.90	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.15	7.65	1.75	11.12	2.50	16.37
10 . . . . .	.....	.....	.....	.....	.80	5.23	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.20	8.18	1.85	11.89	2.65	17.40
11 . . . . .	.....	.....	.....	.....	.85	5.55	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.20	8.71	1.95	12.67	2.80	18.51
12 . . . . .	.....	.....	.....	.....	.90	5.87	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.40	9.34	2.05	13.44	3.00	19.63
13 . . . . .	.....	.....	.....	.....	1.50	9.77	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.50	10.30	2.20	14.22	3.20	20.75
14 . . . . .	.....	.....	.....	.....	1.60	10.30	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.70	10.88	2.30	15.00	3.40	21.88
15 . . . . .	.....	.....	.....	.....	1.70	10.88	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			1.75	11.86	2.40	15.77	3.60	23.00
16 . . . . .	.....	.....	.....	.....	1.75	11.86	.....	.....
			$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
			.....	.....	2.50	16.54	3.80	24.18

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum.

	Thermos.	Universal.
10	\$1.75	61 \$1.75
10a	2.75	62 2.75
11	3.00	21 3.00
11a	3.25	22 3.25
14	3.25	71 3.25
14a	3.50	72 3.50
15	2.75	91 3.00
15a	3.00	92 4.50
15a	4.50	81 3.25
6	3.25	82 5.00
6a	5.00	

Fillers—Thermos and Universal.

1/4 Pint		\$1.25
1 Quart		1.50
1 Quart		3.50
1 Lunch Kits—	Thermos.	Universal.
891 & 895	\$8.00	810 \$8.25
892 & 896	3.25	410 3.50
893 & 897	3.50	510 3.75
894 & 898	4.25	

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	\$.20	3x 4	\$.35
4x 5	.25	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	2.25	N.P. & O.C. same as B.P.	

BRACES—

P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 3808, \$1.85 each; 3810, \$2.00 each; 3708, \$2.40 each; 3710, \$2.50 each; 3712, \$2.60 each; 4608, \$3.00 each; 4610, \$3.25 each; 4612, \$3.50 each; 5008, \$1.85 each; 5010, \$4.10 each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210, \$5.50 each; 8212, \$5.75 each.

BOXES—Mitre—

Goodell—	Each	Stanley—	Each
285	19.90	50 1/2	10.50
305	20.00	246	22.00
306	22.00	358	25.00
		460	30.00
Langdon—		Star—	
72	19.50	40	8.75
73	20.50	41	4.25
74	23.00	Stearn's Perfection—	
75	24.00	20	8.25

BRADS—Wire

	Bulk per lb.	1/2-lb. pkgs.	1/4-lb. pkgs.
1/2 and 5/8 inch	\$.30	\$.15	\$.10
3/4 to 1 1/2 inch	.20	.15	.10
1 1/4 to 2 inch	.15	.15	.10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—

	1 1/4	2	2 1/2	3	3 1/2	4	6
40.... Doz.	.25	.30	.35	.45	.50	.60	.95
1040.... Doz.	.95	1.20	1.40	1.75	2.10	2.50	4.00

BROOMS—

No. or Brand	Each	No. or Brand	Each
0 Toy	\$.20	Pima	1.50
00 Toy	.30	Navajo	1.30
Astec	.90	Warehouse	1.35
Cortex	1.10	10	1.45
Verde	1.35	229	.65
Union	1.15	280	.90
Apache	1.25		

Push or Street

114 B	1.25	252	1.35
116 B	1.40	258	1.50
120	1.00	254	1.75
121	1.15	256	.85
122	1.85	258	1.40
123	2.00	260	1.65

BRUSHES—

	Casting		
3	.60	14	1.15
5 1/2	.60	16	1.30
7	.65	112	1.50
10	.80	114	1.70
15	.65	116	2.00
		214	1.25
		216	1.85
		218	2.10
15 Counter or Dusting	.70	220	2.40
17	.90	224	3.00
20	1.00	312	1.30
7	1.75	314	1.60
		316	1.85
12 Floor or Garage	.90	614	4.00

616 4.75

618 6.00

Hand or Nail

Daisy05

Windsor10

Horse

Oellie95

Hound70

Mastiff65

Pointer50

Spaniel35

St. Bernard90

Shoo Fly45

Wolf70

7240

7355

78 F50

80070

Kalsomine

240 5.50

310 1.75

Marking

110

210

310

415

515

615

Paint

151 2 1/225

835

8 1/245

460

155 350

8 1/265

485

159 2 1/2 1.00

855

865

3 1/285

4 1.10

165 895

8 1/2 1.85

4 1.60

228 4 1/2 2.00

4 1.75

4 1.85

4 1/2 2.65

Roofing

401 1.40

404 1.65

Sash

20 220

420

625

835

Window

0075

360

785

1510, Squeegee30

Scrub

Alligator40

Bird45

Boston35

Oat30

Orniser40

Duck25

Gem20

Goose35

Hub35

Monitor40

Mouse20

Rat35

50135

51030

51235

60135

60460

Shoe

0030

220

1440

2125

2285

8835

31475

60850

Sink

Magie15

Owl15

1 Pot (0)05

01 Wire15

Shaving

12465

12580

12685

22190

222 1.25

25040

252 2.75

260 2.00

27525

31035

34985

35035

35790

371 1.00

491 1.00

492 1.10

493 1.85

50055

273185

687085

Stenell

408 425

630

840

1050

BUCKETS—

Common Galv.	Each	Stock—	Each
8	\$.40	14	\$.90
10	.50	16	1.00
12	.60	18	1.15
14	.65	20	1.25
16	.75		
Garbage Galv.	Each	Well Galv.	Each
00	\$1.60	10 Qt.	\$.85
02	1.85	12 Qt.	1.00
08	2.25		
		Wood—	Each
		Short ear	\$.85
		Strap ear	.90

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

No. or Brand	Each	No. or Brand	Each
024	\$.15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA	.15	8002, EA, SHA, E	.35
4002, SR, SHA, KF, E	.15	9400, R, EA	.55
4112, R, EA, H, A	.15	9400, SHA, E	.60
		Elbow	
10	.05	15	.30
12	.10	18	.05
		Forge	
85 F	.05	12 F	.30
11 F	.10		
		French Window	
2103	.10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		

RETAIL SELLING PRICES—Continued.

OATCHES—Continued.

Friction Cabinet			
01820 1/4, EA	15	01820 1/4, SHA, E....	30
Screen			
21	30	E 25	30
J 25	35	E 25	30
Show Case			
1	25	24	45
Transom			
3278 1/4	65	4442 1/4, SH, KF, E....	35
4488, E, EA, KF	30	4688, E, EA	50
4488, SHA, E	35	4688, SHA, KF, E	60
4488 1/4, E, EA, KF	30	8488, EA	75
4488 1/4, SHA, E	35	8488, E	80
4488 1/4, E, EA	30	8488 1/4, EA	75
4488 1/4, SHA, KF	35	8488 1/4, SHA, E	80
4442, E, EA	30	8442 1/4, EA	60
4442, SHA, KF, E	35	8442 1/4, SHA, E	65
4442 1/4, E, EA	30		

CHAINS—Tire.

Size		Pair		Size		Pair	
3	x80	8.55		5	x86	16.75	
3 1/2	x80	6.35		6	x86	17.35	
3 1/2	x82	6.90		3 1/2	x86	18.50	
4	x81	7.50		4	x84	18.50	
4	x82	7.50		4	x86	19.75	
4	x88	8.20		5	x86	21.00	
4	x84	8.65		6	x86	25.00	
4	x86	9.30		6	x40	26.00	
4 1/2	x88	9.00		6	x42	27.00	
4 1/2	x84	9.30		Weed Cross Chains			
4 1/2	x85	10.00		3		.07	
4 1/2	x86	10.00		3 1/2		.10	
5	x86	11.30		4		.11	
Rid-O-Skid				4 1/2		.12	
3	x80	8.75		5		.15	
3 1/2	x80	4.00		Truck Cross Chains			
3 1/2	x82	4.15		Single 3 1/2		18.50	
4	x81	4.45		4		35.50	
4	x82	4.50		5		39.50	
4	x88	4.65		6		33.25	
4	x84	4.80		Dual			
Single Solid Truck				3 1/2	x82	37.00	
3 1/2	x82	39.50		4	x84	48.00	
4	x84	12.50		4	x86	46.75	
4	x86	18.50					

CHAIN—German Straight Link (coll)—

6-0, 18c ft.; 5-0, 18c ft.; 4-0, 12c ft.; 3-0, 11c ft.; 2-0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7 1/2c ft.	
Norway Straight Link (coll)—1/4, 25c lb.; 1/2, 25c lb.; 3/4, 30c lb.	
Passing Link (coll)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft.	
Proof Straight Link (coll)—3-16 black, 28c lb.; 1/4, 24c lb.; 5-16, 20c lb.; 1/2, 18c lb.; 7-16, 18c lb.; 3/4, 16c lb.; 1, 16c lb.; 1 1/2, 16c lb.	
Proof Twisted Link (coll)—3-16 black, 28c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 1/2, 28c lb.; 7-16, 24c lb.	
B. B. Proof Straight Link (coll)—5-16, 24c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 18c lb.; 1 1/2, 18c lb.	
Twisted Machine Coppered (coll)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft.	
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12 1/2c yd.; 8 Iron, 16c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 112 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd.	
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.	
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 25c ft.; 02P Steel Plain, 2 1/2c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.	
Sash Chain Fasteners—12, Set U, 15c set; 100, Set OB, 35c set.	

CHALK—Carpenters, per piece, 2 1/2c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 30-ft. hank, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. bal size 150, each 10c; size 250, each 10c; size 350, each 10c.

CHEEKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—P. S. and W. Butt No. 170, 1/2-inch, 75c each; 1-inch, 85c each; 1 1/2-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 1/2-inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W. Corner, No. 165, 1/2-inch, \$2.75 each; 3/4-inch, \$3.00 each; 1-inch, \$3.25 each; 1 1/4-inch, \$2.50 each; 1 1/2-inch, \$2.75 each; 2-inch, \$3.00 each; 2 1/2-inch, \$3.25 each; 3-inch, \$3.50 each; 3 1/2-inch, \$3.75 each; 4-inch, \$4.00 each; 4 1/2-inch, \$4.25 each; 5-inch, \$4.50 each; 5 1/2-inch, \$4.75 each; 6-inch, \$5.00 each; 6 1/2-inch, \$5.25 each; 7-inch, \$5.50 each; 7 1/2-inch, \$5.75 each; 8-inch, \$6.00 each; 8 1/2-inch, \$6.25 each; 9-inch, \$6.50 each; 9 1/2-inch, \$6.75 each; 10-inch, \$7.00 each; 10 1/2-inch, \$7.25 each; 11-inch, \$7.50 each; 11 1/2-inch, \$7.75 each; 12-inch, \$8.00 each; 12 1/2-inch, \$8.25 each; 13-inch, \$8.50 each; 13 1/2-inch, \$8.75 each; 14-inch, \$9.00 each; 14 1/2-inch, \$9.25 each; 15-inch, \$9.50 each; 15 1/2-inch, \$9.75 each; 16-inch, \$10.00 each; 16 1/2-inch, \$10.25 each; 17-inch, \$10.50 each; 17 1/2-inch, \$10.75 each; 18-inch, \$11.00 each; 18 1/2-inch, \$11.25 each; 19-inch, \$11.50 each; 19 1/2-inch, \$11.75 each; 20-inch, \$12.00 each; 20 1/2-inch, \$12.25 each; 21-inch, \$12.50 each; 21 1/2-inch, \$12.75 each; 22-inch, \$13.00 each; 22 1/2-inch, \$13.25 each; 23-inch, \$13.50 each; 23 1/2-inch, \$13.75 each; 24-inch, \$14.00 each; 24 1/2-inch, \$14.25 each; 25-inch, \$14.50 each; 25 1/2-inch, \$14.75 each; 26-inch, \$15.00 each; 26 1/2-inch, \$15.25 each; 27-inch, \$15.50 each; 27 1/2-inch, \$15.75 each; 28-inch, \$16.00 each; 28 1/2-inch, \$16.25 each; 29-inch, \$16.50 each; 29 1/2-inch, \$16.75 each; 30-inch, \$17.00 each; 30 1/2-inch, \$17.25 each; 31-inch, \$17.50 each; 31 1/2-inch, \$17.75 each; 32-inch, \$18.00 each; 32 1/2-inch, \$18.25 each; 33-inch, \$18.50 each; 33 1/2-inch, \$18.75 each; 34-inch, \$19.00 each; 34 1/2-inch, \$19.25 each; 35-inch, \$19.50 each; 35 1/2-inch, \$19.75 each; 36-inch, \$20.00 each; 36 1/2-inch, \$20.25 each; 37-inch, \$20.50 each; 37 1/2-inch, \$20.75 each; 38-inch, \$21.00 each; 38 1/2-inch, \$21.25 each; 39-inch, \$21.50 each; 39 1/2-inch, \$21.75 each; 40-inch, \$22.00 each; 40 1/2-inch, \$22.25 each; 41-inch, \$22.50 each; 41 1/2-inch, \$22.75 each; 42-inch, \$23.00 each; 42 1/2-inch, \$23.25 each; 43-inch, \$23.50 each; 43 1/2-inch, \$23.75 each; 44-inch, \$24.00 each; 44 1/2-inch, \$24.25 each; 45-inch, \$24.50 each; 45 1/2-inch, \$24.75 each; 46-inch, \$25.00 each; 46 1/2-inch, \$25.25 each; 47-inch, \$25.50 each; 47 1/2-inch, \$25.75 each; 48-inch, \$26.00 each; 48 1/2-inch, \$26.25 each; 49-inch, \$26.50 each; 49 1/2-inch, \$26.75 each; 50-inch, \$27.00 each; 50 1/2-inch, \$27.25 each; 51-inch, \$27.50 each; 51 1/2-inch, \$27.75 each; 52-inch, \$28.00 each; 52 1/2-inch, \$28.25 each; 53-inch, \$28.50 each; 53 1/2-inch, \$28.75 each; 54-inch, \$29.00 each; 54 1/2-inch, \$29.25 each; 55-inch, \$29.50 each; 55 1/2-inch, \$29.75 each; 56-inch, \$30.00 each; 56 1/2-inch, \$30.25 each; 57-inch, \$30.50 each; 57 1/2-inch, \$30.75 each; 58-inch, \$31.00 each; 58 1/2-inch, \$31.25 each; 59-inch, \$31.50 each; 59 1/2-inch, \$31.75 each; 60-inch, \$32.00 each; 60 1/2-inch, \$32.25 each; 61-inch, \$32.50 each; 61 1/2-inch, \$32.75 each; 62-inch, \$33.00 each; 62 1/2-inch, \$33.25 each; 63-inch, \$33.50 each; 63 1/2-inch, \$33.75 each; 64-inch, \$34.00 each; 64 1/2-inch, \$34.25 each; 65-inch, \$34.50 each; 65 1/2-inch, \$34.75 each; 66-inch, \$35.00 each; 66 1/2-inch, \$35.25 each; 67-inch, \$35.50 each; 67 1/2-inch, \$35.75 each; 68-inch, \$36.00 each; 68 1/2-inch, \$36.25 each; 69-inch, \$36.50 each; 69 1/2-inch, \$36.75 each; 70-inch, \$37.00 each; 70 1/2-inch, \$37.25 each; 71-inch, \$37.50 each; 71 1/2-inch, \$37.75 each; 72-inch, \$38.00 each; 72 1/2-inch, \$38.25 each; 73-inch, \$38.50 each; 73 1/2-inch, \$38.75 each; 74-inch, \$39.00 each; 74 1/2-inch, \$39.25 each; 75-inch, \$39.50 each; 75 1/2-inch, \$39.75 each; 76-inch, \$40.00 each; 76 1/2-inch, \$40.25 each; 77-inch, \$40.50 each; 77 1/2-inch, \$40.75 each; 78-inch, \$41.00 each; 78 1/2-inch, \$41.25 each; 79-inch, \$41.50 each; 79 1/2-inch, \$41.75 each; 80-inch, \$42.00 each; 80 1/2-inch, \$42.25 each; 81-inch, \$42.50 each; 81 1/2-inch, \$42.75 each; 82-inch, \$43.00 each; 82 1/2-inch, \$43.25 each; 83-inch, \$43.50 each; 83 1/2-inch, \$43.75 each; 84-inch, \$44.00 each; 84 1/2-inch, \$44.25 each; 85-inch, \$44.50 each; 85 1/2-inch, \$44.75 each; 86-inch, \$45.00 each; 86 1/2-inch, \$45.25 each; 87-inch, \$45.50 each; 87 1/2-inch, \$45.75 each; 88-inch, \$46.00 each; 88 1/2-inch, \$46.25 each; 89-inch, \$46.50 each; 89 1/2-inch, \$46.75 each; 90-inch, \$47.00 each; 90 1/2-inch, \$47.25 each; 91-inch, \$47.50 each; 91 1/2-inch, \$47.75 each; 92-inch, \$48.00 each; 92 1/2-inch, \$48.25 each; 93-inch, \$48.50 each; 93 1/2-inch, \$48.75 each; 94-inch, \$49.00 each; 94 1/2-inch, \$49.25 each; 95-inch, \$49.50 each; 95 1/2-inch, \$49.75 each; 96-inch, \$50.00 each; 96 1/2-inch, \$50.25 each; 97-inch, \$50.50 each; 97 1/2-inch, \$50.75 each; 98-inch, \$51.00 each; 98 1/2-inch, \$51.25 each; 99-inch, \$51.50 each; 99 1/2-inch, \$51.75 each; 100-inch, \$52.00 each; 100 1/2-inch, \$52.25 each; 101-inch, \$52.50 each; 101 1/2-inch, \$52.75 each; 102-inch, \$53.00 each; 102 1/2-inch, \$53.25 each; 103-inch, \$53.50 each; 103 1/2-inch, \$53.75 each; 104-inch, \$54.00 each; 104 1/2-inch, \$54.25 each; 105-inch, \$54.50 each; 105 1/2-inch, \$54.75 each; 106-inch, \$55.00 each; 106 1/2-inch, \$55.25 each; 107-inch, \$55.50 each; 107 1/2-inch, \$55.75 each; 108-inch, \$56.00 each; 108 1/2-inch, \$56.25 each; 109-inch, \$56.50 each; 109 1/2-inch, \$56.75 each; 110-inch, \$57.00 each; 110 1/2-inch, \$57.25 each; 111-inch, \$57.50 each; 111 1/2-inch, \$57.75 each; 112-inch, \$58.00 each; 112 1/2-inch, \$58.25 each; 113-inch, \$58.50 each; 113 1/2-inch, \$58.75 each; 114-inch, \$59.00 each; 114 1/2-inch, \$59.25 each; 115-inch, \$59.50 each; 115 1/2-inch, \$59.75 each; 116-inch, \$60.00 each; 116 1/2-inch, \$60.25 each; 117-inch, \$60.50 each; 117 1/2-inch, \$60.75 each; 118-inch, \$61.00 each; 118 1/2-inch, \$61.25 each; 119-inch, \$61.50 each; 119 1/2-inch, \$61.75 each; 120-inch, \$62.00 each; 120 1/2-inch, \$62.25 each; 121-inch, \$62.50 each; 121 1/2-inch, \$62.75 each; 122-inch, \$63.00 each; 122 1/2-inch, \$63.25 each; 123-inch, \$63.50 each; 123 1/2-inch, \$63.75 each; 124-inch, \$64.00 each; 124 1/2-inch, \$64.25 each; 125-inch, \$64.50 each; 125 1/2-inch, \$64.75 each; 126-inch, \$65.00 each; 126 1/2-inch, \$65.25 each; 127-inch, \$65.50 each; 127 1/2-inch, \$65.75 each; 128-inch, \$66.00 each; 128 1/2-inch, \$66.25 each; 129-inch, \$66.50 each; 129 1/2-inch, \$66.75 each; 130-inch, \$67.00 each; 130 1/2-inch, \$67.25 each; 131-inch, \$67.50 each; 131 1/2-inch, \$67.75 each; 132-inch, \$68.00 each; 132 1/2-inch, \$68.25 each; 133-inch, \$68.50 each; 133 1/2-inch, \$68.75 each; 134-inch, \$69.00 each; 134 1/2-inch, \$69.25 each; 135-inch, \$69.50 each; 135 1/2-inch, \$69.75 each; 136-inch, \$70.00 each; 136 1/2-inch, \$70.25 each; 137-inch, \$70.50 each; 137 1/2-inch, \$70.75 each; 138-inch, \$71.00 each; 138 1/2-inch, \$71.25 each; 139-inch, \$71.50 each; 139 1/2-inch, \$71.75 each; 140-inch, \$72.00 each; 140 1/2-inch, \$72.25 each; 141-inch, \$72.50 each; 141 1/2-inch, \$72.75 each; 142-inch, \$73.00 each; 142 1/2-inch, \$73.25 each; 143-inch, \$73.50 each; 143 1/2-inch, \$73.75 each; 144-inch, \$74.00 each; 144 1/2-inch, \$74.25 each; 145-inch, \$74.50 each; 145 1/2-inch, \$74.75 each; 146-inch, \$75.00 each; 146 1/2-inch, \$75.25 each; 147-inch, \$75.50 each; 147 1/2-inch, \$75.75 each; 148-inch, \$76.00 each; 148 1/2-inch, \$76.25 each; 149-inch, \$76.50 each; 149 1/2-inch, \$76.75 each; 150-inch, \$77.00 each; 150 1/2-inch, \$77.25 each; 151-inch, \$77.50 each; 151 1/2-inch, \$77.75 each; 152-inch, \$78.00 each; 152 1/2-inch, \$78.25 each; 153-inch, \$78.50 each; 153 1/2-inch, \$78.75 each; 154-inch, \$79.00 each; 154 1/2-inch, \$79.25 each; 155-inch, \$79.50 each; 155 1/2-inch, \$79.75 each; 156-inch, \$80.00 each; 156 1/2-inch, \$80.25 each; 157-inch, \$80.50 each; 157 1/2-inch, \$80.75 each; 158-inch, \$81.00 each; 158 1/2-inch, \$81.25 each; 159-inch, \$81.50 each; 159 1/2-inch, \$81.75 each; 160-inch, \$82.00 each; 160 1/2-inch, \$82.25 each; 161-inch, \$82.50 each; 161 1/2-inch, \$82.75 each; 162-inch, \$83.00 each; 162 1/2-inch, \$83.25 each; 163-inch, \$83.50 each; 163 1/2-inch, \$83.75 each; 164-inch, \$84.00 each; 164 1/2-inch, \$84.25 each; 165-inch, \$84.50 each; 165 1/2-inch, \$84.75 each; 166-inch, \$85.00 each; 166 1/2-inch, \$85.25 each; 167-inch, \$85.50 each; 167 1/2-inch, \$85.75 each; 168-inch, \$86.00 each; 168 1/2-inch, \$86.25 each; 169-inch, \$86.50 each; 169 1/2-inch, \$86.75 each; 170-inch, \$87.00 each; 170 1/2-inch, \$87.25 each; 171-inch, \$87.50 each; 171 1/2-inch, \$87.75 each; 172-inch, \$88.00 each; 172 1/2-inch, \$88.25 each; 173-inch, \$88.50 each; 173 1/2-inch, \$88.75 each; 174-inch, \$89.00 each; 174 1/2-inch, \$89.25 each; 175-inch, \$89.50 each; 175 1/2-inch, \$89.75 each; 176-inch, \$90.00 each; 176 1/2-inch, \$90.25 each; 177-inch, \$90.50 each; 177 1/2-inch, \$90.75 each; 178-inch, \$91.00 each; 178 1/2-inch, \$91.25 each; 179-inch, \$91.50 each; 179 1/2-inch, \$91.75 each; 180-inch, \$92.00 each; 180 1/2-inch, \$92.25 each; 181-inch, \$92.50 each; 181 1/2-inch, \$92.75 each; 182-inch, \$93.00 each; 182 1/2-inch, \$93.25 each; 183-inch, \$93.50 each; 183 1/2-inch, \$93.75 each; 184-inch, \$94.00 each; 184 1/2-inch, \$94.25 each; 185-inch, \$94.50 each; 185 1/2-inch, \$94.75 each; 186-inch, \$95.00 each; 186 1/2-inch, \$95.25 each; 187-inch, \$95.50 each; 187 1/2-inch, \$95.75 each; 188-inch, \$96.00 each; 188 1/2-inch, \$96.25 each; 189-inch, \$96.50 each; 189 1/2-inch, \$96.75 each; 190-inch, \$97.00 each; 190 1/2-inch, \$97.25 each; 191-inch, \$97.50 each; 191 1/2-inch, \$97.75 each; 192-inch, \$98.00 each; 192 1/2-inch, \$98.25 each; 193-inch, \$98.50 each; 193 1/2-inch, \$98.75 each; 194-inch, \$99.00 each; 194 1/2-inch, \$99.25 each; 195-inch, \$99.50 each; 195 1/2-inch, \$99.75 each; 196-inch, \$100.00 each; 196 1/2-inch, \$100.25 each; 197-inch, \$100.50 each; 197 1/2-inch, \$100.75 each; 198-inch, \$101.00 each; 198 1/2-inch, \$101.25 each; 199-inch, \$101.50 each; 199 1/2-inch, \$101.75 each; 200-inch, \$102.00 each; 200 1/2-inch, \$102.25 each; 201-inch, \$102.50 each; 201 1/2-inch, \$102.75 each; 202-inch, \$103.00 each; 202 1/2-inch, \$103.25 each; 203-inch, \$103.50 each; 203 1/2-inch, \$103.75 each; 204-inch, \$104.00 each; 204 1/2-inch, \$104.25 each; 205-inch, \$104.50 each; 205 1/2-inch, \$104.75 each; 206-inch, \$105.00 each; 206 1/2-inch, \$105.25 each; 207-inch, \$105.50 each; 207 1/2-inch, \$105.75 each; 208-inch, \$106.00 each; 208 1/2-inch, \$106.25 each; 209-inch, \$106.50 each; 209 1/2-inch, \$106.75 each; 210-inch, \$107.00 each; 210 1/2-inch, \$107.25 each; 211-inch, \$107.50 each; 211 1/2-inch, \$107.75 each; 212-inch, \$108.00 each; 212 1/2-inch, \$108.25 each; 213-inch, \$108.50 each; 213 1/2-inch, \$108.75 each; 214-inch, \$109.00 each; 214 1/2-inch, \$109.25 each; 215-inch, \$109.50 each; 215 1/2-inch, \$109.75 each; 216-inch, \$110.00 each; 216 1/2-inch, \$110.25 each; 217-inch, \$110.50 each; 217 1/2-inch, \$110.75 each; 218-inch, \$111.00 each; 218 1/2-inch, \$111.25 each; 219-inch, \$111.50 each; 219 1/2-inch, \$111.75 each; 220-inch, \$112.00 each; 220 1/2-inch, \$112.25 each; 221-inch, \$112.50 each; 221 1/2-inch, \$112.75 each; 222-inch, \$113.00 each; 222 1/2-inch, \$113.25 each; 223-inch, \$113.50 each; 223 1/2-inch, \$113.75 each; 224-inch, \$114.00 each; 224 1/2-inch, \$114.25 each; 225-inch, \$114.50 each; 225 1/2-inch, \$114.75 each; 226-inch, \$115.00 each; 226 1/2-inch, \$115.25 each; 227-inch, \$115.50 each; 227 1/2-inch, \$115.75 each; 228-inch, \$116.00 each; 228 1/2-inch, \$116.25 each; 229-inch, \$116.50 each; 229 1/2-inch, \$116.75 each; 230-inch, \$117.00 each; 230 1/2-inch, \$117.25 each; 231-inch, \$117.50 each; 231 1/2-inch, \$117.75 each; 232-inch, \$118.00 each; 232 1/2-inch, \$118.25 each; 233-inch, \$118.50 each; 233 1/2-inch, \$118.75 each; 234-inch, \$119.00 each; 234 1/2-inch, \$119.25 each; 235-inch, \$119.50 each; 235 1/2-inch, \$119.75 each; 236-inch, \$120.00 each; 236 1/2-inch, \$120.25 each; 237-inch, \$120.50 each; 237 1/2-inch, \$120.75 each; 238-inch, \$121.00 each; 238 1/2-inch, \$121.25 each; 239-inch, \$121.50 each; 239 1/2-inch, \$121.75 each; 240-inch, \$122.00 each; 240 1/2-inch, \$122.25 each; 241-inch, \$122.50 each; 241 1/2-inch, \$122.75 each; 242-inch, \$123.00 each; 242 1/2-inch, \$123.25 each; 243-inch, \$123.50 each; 243 1/2-inch, \$123.75 each; 244-inch, \$124.00 each; 244 1/2-inch, \$124.25 each; 245-inch, \$124.50 each; 245 1/2-inch, \$124.75 each; 246-inch, \$125.00 each; 246 1/2-inch, \$125.25 each; 247-inch, \$125.50 each; 247 1/2-inch, \$125.75 each; 248-inch, \$126.00 each; 248 1/2-inch, \$126.25 each; 249-inch, \$126.50 each; 249 1/2-inch, \$126.75 each; 250-inch, \$127.00 each; 250 1/2-inch, \$127.25 each; 251-inch, \$127.50 each; 251 1/2-inch, \$127.75 each; 252-inch, \$128.00 each; 252 1/2-inch, \$128.25 each; 253-inch, \$128.50 each; 253 1/2-inch, \$128.75 each; 254-inch, \$129.00 each; 254 1/2-inch, \$129.25 each; 255-inch, \$129.50 each; 255 1/2-inch, \$129.75 each; 256-inch, \$130.00 each; 256 1/2-inch, \$130.25 each; 257-inch, \$130.50 each; 257

RETAIL SELLING PRICES—Continued.

COPPER—Sheet, 75c lb.

COORD. SASH—Samson Spot (Hanks)—No. 6 S, \$2.25 hank; 7 S, \$2.00 hank; 8 S, \$1.80 hank; 10 S, \$1.50 hank; 12 S, \$1.20 hank; WP 12 SC (coils), \$1.45 lb. Phoenix (coils only)—6 C, \$1.10 lb.; 7 C, \$1.10 lb.; 8 C, \$1.10 lb.; 10 C, \$1.10 lb.; 12 C, \$1.10 lb.; 14 C, 16 C, WP 8 C, \$1.10 lb. Union (hanks)—6, \$1.55 hank; 7, \$1.90 hank; 8, \$2.65 hank; 10, \$3.85 hank; 12, \$5.25 hank.

COTTERS—Hammer Lock or Regular Spring.

Length	100	1000	100	1000	100	1000
1/4-inch.....	\$.20	\$1.25	\$.30	\$2.00	\$.35	\$2.40
3/4-inch.....	.25	1.40	.30	2.00	.40	3.00
1-inch.....	.25	1.65	.35	2.25	.45	3.25
1 1/4-inch.....	.25	1.80	.40	2.65	.50	3.50
1 1/2-inch.....	.30	2.05	.45	2.85	.60	4.00
2-inch.....	.35	2.50	.50	3.40	.70	4.75
	8-16 in.		1/2 in.		5-32 in.	
1/2-inch.....	\$.50	\$3.75				
1-inch.....	.60	4.25	\$1.00	\$6.75	\$1.75	\$11.00
1 1/4-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1 1/2-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1 3/4-inch.....	.90	6.00	1.50	10.00	2.25	18.00
2-inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2 1/2-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CRAYON—Lumber, 10c; Soapstone, 5c.

OUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$3.90; No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$26.00. Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4, \$12.60.

DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7, 30c; 8, 40c; 9, 50c; 10, 60c.

DIVIDERS—Wing. No. 35, 6-inch, 35c pair; 8-inch, 85c pair; 10-inch, 50c pair; 12-inch, 75c pair. Wing Extension. No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.

DOLLIES—Timber—

No. 649, 6-inch.....\$7.50 No. 650, 8-inch.....\$10.50

DOORS—Screen.

Common, 1/2-inch, 2-6x6-6	\$2.15
Common, 3/4-inch, 2-8x6-8	2.85
Common, 1 1/4-inch, 2-6x6-6	3.50
Common, 1 1/4-inch, 2-8x6-8	2.85
Common, 1 1/4-inch, 2-10x6-10	2.85
Common, 1 1/4-inch, 8x7	3.25

DOORS—Ash Pitt. 12x15.....8.50

8x8, each.....	\$1.40
8x10.....	1.50
10x12.....	1.80
Ash Traps—	
7x9.....	.55

DRILLS—

	Millers Falls (Breast)	
10.....	\$ 7.35	625
11.....	7.00	87
12.....	6.50	97
13.....	7.50	118
18.....	7.50	118

555.....8.00 5555.....8.00

1.....3.25 5.....3.50

2.....4.75 981.....6.00

4.....1.15

Millers Falls Drill Points, 1 to 8, set 50c.

1530.....4.00 1545.....8.00

41.....2.25 44.....2.50

43.....1.75 50.....3.50

Yankee Chucks and Drill Points

No. 300......55 305......50

301......85

Yankee Drill Points

No. 310......75 320......10

Bell Hangers' or Electricians

O 114 E, S 109 B... Open O 114 F (Fish Wire) Open

Bit Stock

O 114.....M 890.....

M 109.....S 108.....

Blacksmiths' Round Shank

O 116.....Open O 120.....Open

M 110.....Open M 112.....Open

M 418.....Open M 413.....Open

S 110.....Open S 111.....Open

Square Ratchet Shank

O 111.....Open M 400.....Open

M 109 E.....Open S 104 A.....Open

Straight Shank

O 108.....O 109.....Open

M 105.....M 106.....Open

M 380.....M 383.....Open

S 105.....S 106.....Open

O 108 A.....O 110.....Open

M 107.....M 104.....Open

M 340.....M 341.....Open

M 107.....S 104 B.....Open

Taper Shank

O 106.....Open M 302.....Open

M 102.....Open S 104.....Open

Bits, Wood (Gyzenze Pattern)

O 114 A, S 109 A—		O 114 A, S 109 A—	
2.....	.25	12.....	.55
3.....	.25	13.....	.60
4.....	.25	14.....	.60
5.....	.30	15.....	.65
6.....	.30	16.....	.70
7.....	.35	17.....	.75
8.....	.40	18.....	.80
9.....	.45	19.....	.85
10.....	.50	20.....	.90
11.....	.55	24.....	1.25

Bit Stock

O 114, M 109 or M

390, and S 108—

1-16......20 15-32......90

3-16......25 1/2.....1.00

1/2......25 17-32.....1.15

5-32......30 9-16.....1.25

8-16......35 19-32.....1.35

7-32......40 1/4.....1.50

1/4......45 11-16.....1.60

9-32......60 13-16.....1.80

5-16......60 1/2.....1.85

11-32......65 3/4.....2.25

1/2......70 15-16.....2.40

13-32......80 1.....2.45

7-16......85

Straight Shank

O 103, M 105 or M

380, S 105—

1-32......15 7-32......30

3-64......15 15-64......30

1-16......15 1/4......30

5-64......15 9-32......35

3-32......15 5-16......40

7-64......15 11-32......45

1/4......30 1/2......55

9-32......30 13-32......65

5-32......30 7-16......75

11-64......30 15-32......90

3-16......30 1/2.....1.00

3-64......25

Straight Shank, Wire Gauge

O 108 A, M 107 or

M 340, S 107—

1 to 5......30 36 to 40......15

6 to 10......25 41 to 45......15

11 to 15......25 46 to 50......15

16 to 20......30 51 to 55......15

21 to 25......30 56 to 60......15

26 to 30......30 61 to 80......15

31 to 35......15

ELBOWS—Conductor—

Pl. Rd. Sq. Cor. Rd. A41.

2-inch.....\$.35 2 1/4 x 1 1/4 1 1/4-inch.....\$.25

3-inch......50 3 1/4 x 2 1/4 2-inch......30

4-inch......60 3-inch......35

Corrugated—Conductor

2-inch.....\$.25 2-inch.....\$.25

3-inch......30 3-inch......30

4-inch......45 4-inch......45

5-inch......50 5-inch......50

ELBOWS—No. 3 Org., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 4 Pc., 25c each; 4, 30c; 5, 30c; 6, 35c.

3-inch Adj. Galvd., 85c each; 4-inch Galvd., 45c each. No. 3 Org. Jap., 85c each; 4, Org. Jap., 45c.

EMERY—Grain—

No. 60, per lb.....\$.25 Flour Emery—

No. 70, per lb......25 Per lb......25

No. 80, per lb......25 Stones—(See Stones)

No. 90, per lb......25 Cloth—(See Cloth)

No. 100, per lb......25 Wheels—(See Wheels)

No. 120, per lb......25

FASTENERS (BRONZE)—No. 582 EA, 45c each; SHA, SHB, E, 50c; 815 EA, 35c; SHA, E, 40c; 1831 1/2, EA, SHA, E, 80c.

Cast Iron and Steel—No. 324, 10c each; 324 R, EA, 15c; E, 15c; 500 R, EA, 15c; KP, E, 15c; 542 R, EA, 10c; SE, SHA, KP, E, 10c; SHB, 10c; 800 R, EA, 10c; SHA, KP, E, 10c; 1831 1/2 F, 50c; 33131, R, EA, 30c; KP, SHA, E, 25c.

FAUCETS—Cork Lined— 8-inch, each.....\$.20

7-inch, each......15 9-inch, each......25

FELT—Deadening. Size Roll, 1/4-lb., \$3.00; 1-lb., \$4.00; 1 1/4-lb., \$6.00. Tarred, 250-ft. roll, \$1.35 each; 500-ft. roll, \$2.60 each.

FIGURES AND LETTERS (STEEL)—

Figures

Letters

1/4 inch.....\$.20 1/4 inch.....\$2.50

3-16 inch......30 3-16 inch......30

1/2 inch......40 1/2 inch......45

5-16 inch......45 5-16 inch......45

3/4 inch......60 3/4 inch......60

1/2 inch......80 1/2 inch......80

1/2 inch......17.50

1/2 inch......27.50

FILES—Band Saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 45c; 10, 65c. Knife, bastard, 3-3/4, 35c; 4, 35c; 5, 45c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 3-3/4, 15c; 4, 15c; 4 1/2, 15c; 5, 20c; 5 1/2, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 3-3/4, 15c; 4, 15c; 4 1/2, 15c;

RETAIL SELLING PRICES—Continued.

FILES—Continued.

5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 3-8½, 25c; 4, 25c; 5, 30c; 6, 35c; 8, 40c. Flat bastard, ½, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 85c; 16, \$1.15. Half Round bastard, ½, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 55c; 12, 75c; 14, 95c; 16, \$1.30. Mill bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Round bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Square bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 85c; 16, \$1.20.

Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16, \$2.30.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Oranka, 25c.

FLASHLIGHTS—Eveready Dayco—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2638
Complete, each	\$1.50	\$1.75	\$2.10	\$2.10	\$2.50	\$1.85	\$1.10
Case & Bulb, ea.	1.10	1.35	1.50	1.70	1.90	.75	.70
Tubular Nos.	2680	2681	2682	2683	2684	2688	2689
Complete, each	\$1.75	\$2.00	\$2.50	\$3.25	\$2.75	\$3.90	\$4.25
Case & Bulb, ea.	1.85	1.60	1.90	2.65	2.35	3.50	3.65
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, each	\$1.50	\$1.10	\$1.40	\$1.10	\$1.40	\$1.40	\$1.75
Case & Bulb, ea.	1.10	.70	.95	.70	.95	1.00	1.80
Tubular Battery Nos.				705	706	790	791
Battery only, each				\$0.60	\$0.85	\$0.40	\$0.40
Pocket Battery Nos.	700	708	750	751	792	792	792
Battery only, each	\$0.40	\$0.45	\$0.40	\$0.45	\$0.40	\$0.40	\$0.45

Kwiklite Flashlights—

Tubular Nos.	5220	5221	5228	5229	5881	6240	6240B
Complete, each	\$1.50	\$1.75	\$2.10	\$2.10	\$2.50	\$1.75	\$1.90
Case & Bulb, ea.	1.10	1.35	1.50	1.70	1.90	1.85	1.40
Tubular Nos.	6241	6241B	6249	6249B	6348	6348B	6351
Complete, each	\$2.00	\$2.15	\$2.75	\$2.95	\$2.50	\$2.70	\$3.25
Case & Bulb, ea.	1.60	1.75	2.35	2.55	1.90	2.10	2.65
Pocket Nos.	2472	2578	3475	3475B	3577	3577B	3579
Complete, each	\$1.10	\$1.40	\$1.40	\$1.50	\$1.75	\$1.90	\$2.10
Case & Bulb, ea.	.70	.95	1.00	1.10	1.30	1.45	1.65
Watch Chain Nos.	6285	6285B	Watch Chain Bat'y	No. 1204			
Complete, each	\$1.25	\$1.35	Battery only, each	\$0.85			
Case & Bulb, each	.95	1.05					

Battery Nos. 1202 1208 1206 1207 1271 1801 1808 1809

Battery only, each . . . \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—Arctic

No.	Each	2	.....	\$4.50
1	3.00	3	.....	5.35
2	3.50	4	.....	6.25
3	4.00	6	.....	8.00
4	5.00	8	.....	10.25
6	8.25	10	.....	18.00
30 (Toy)	2.50	12	.....	16.50
White Mountain		15	.....	19.50
1	8.60	20	.....	25.00

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

GALVANIZED WARE—

Boilers, Coffee		800, 8	1.60
No.	Each	400, 4	2.00
801½	\$1.10	500, 5	2.25
802	1.25	600, 6	2.75
803	1.85	700, 7	3.25
804	2.15	800 (80)	7.00
806	2.40	900 (90)	8.50
808	2.85		
810	3.25		
812	3.75		

Boilers, Wash

407 A	3.00
408 A	3.35
409 A	3.40

Bowls, Wash

70 . . . . .	.40
80 . . . . .	.50

Buckets, Fire

112	1.15
114	1.25
814	1.40

Buckets, Well

101	\$1.00
121	1.85
141	1.85

Cans, Ash

2½	4.75
3	5.50
4	7.00
5	8.50

Cans, Garbage, Smooth or

Corrugated

145 (16)	6.75
200, 2	1.85

Pails, Stock

12 8	1.20
14 8	1.30
16 8	1.40
18 8	1.60
20 8	1.85

Pails, Water

8 . . . . .	.65
10 . . . . .	.75
12 . . . . .	.85
14 . . . . .	.95
16	1.10
320	1.10

Pana, Refrigerator

1	1.00
2	1.15
3	1.40

Pots, Watering; or Sprinklers

514	1.35
516	1.50

GARBAGE CANS—(See Cans)

GATES—Molasses

2 . . . . .	.45
3 . . . . .	.50
4 . . . . .	.60
5 . . . . .	.65
6 . . . . .	.75

GAUGES—Butt—

No. 93	\$1.15
No. 94	1.85

Marking

No. 61 . . . . .	.15
No. 64 . . . . .	.35
No. 65 . . . . .	.75
No. 77	1.00
No. 71 . . . . .	.55

GLASSES—

Ground Level—

1% . . . . .	.50
2 . . . . .	.60
2½ . . . . .	.65
3 . . . . .	.70
3½ . . . . .	.75

Gauge Glasses 40% off list.

GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Pony,

30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 40c.
--

Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c.

Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c;
--

4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.
--

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45c lb.; D,
--

35c lb.; GX, 50c lb.; LXX, 50c lb.

Imperial—

1 oz. ¼ pt. ½ pt. 1 pt. 1 qt. ½ gal.

List 1.06 1.80 2.80 4.50 7.00 11.25 21.00

Sug. Ret. Each 10 .20 .25 .40 .65 1.00 1.75

Le Pages 1 oz. 2 oz. ¼ pt. ½ pt. 1 pt. 1 qt.
--

List 1.60 1.65 1.80 2.80 4.50 7.00 11.25
--

Sug. Ret. Each 15 .15 .20 .25 .40 .65 1.00
--

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum, No. A, \$3.45 each; B, \$4.25; C,

\$6.00; D, \$6.50; 1, \$4.35; 2, \$5.75; 3, \$8.00; 4, \$10.50; 5,
--

\$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 68, \$14.75.
--

GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch,

\$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs.
--

\$6.00 cwt.; 40 to 200 lbs. \$5.50; over 200, \$6.00. Mounted,
--

No. 710, 1 cwt. \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50;
--

05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch,
--

\$1.10 set; 17, \$1.40; 19, \$1.65.

HACKSAWS—Hand, Star—Length 8 in., 10c each, 85c doz.

9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.

11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.40 doz.
--

Hand, Victor. All regular hand (including rail) blades—8-in.,

10c each, 90c doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c

each, \$1.15 doz.; 12-in., 15c each, \$1.40 doz.
--

HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.45 each;

1½, \$1.35; 2, \$1.20; 3, \$1.15; 4, \$1.45; 11½, \$1.85; 12,

\$1.20; 12½, \$1.15; 18, \$1.10; 14, \$1.00; 200, \$1.90; 611½,

\$2.00; 710, \$1.80; 711, \$1.60; 711½, \$1.50; 712, \$1.35;
--

811½, \$1.65. Maydole Brad—No. 826, 95c each; 927,
--

90c. Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75;
--

102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50
--

each. Maydole Machinist Ball Pein—No. 875, \$1.90 each;

376, \$1.80; 377, \$1.70; 378, \$1.60; 379, \$1.50; 770, \$2.00;
--

770½, \$1.75; 771, \$1.60; 772, \$1.45; 773, \$1.30; 774,

\$1.20; 775, \$1.10; 776, \$1.00; 777, 95c; 778, 90c.

HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c

each.

Auger—No. 1, \$1.00 each; 2, \$1.00 each; 3, \$1.35 each; 4,
--

\$4.50 each; 5, \$3.00 each.

Axe, Broad, No. 315, 70c each.

Axe, Double Bit, No. 313, 70c each.

Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c

each; 201, 60c each; 302, 70c each; 401, 50c each; 502,

60c each; 602, 45c each; 505, Freighters, 65c each; 506,
--

Boys, 40c each; 507, Boy Scout, 20c each; 60, Hunters, 15c
--

each; 1, Hunters, 20c each.

RETAIL SELLING PRICES—Continued.

HOLLOW WARE—Continued

Gum Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.10 each; 8, \$1.10 each; 10, \$1.25 each; 11, \$1.10 each.
 Uriddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 010, \$1.65 each; 012, \$1.75 each; 014, \$1.90 each.
 Kettles, Stove—No. 7, \$2.75 each; 8, \$3.00 each; 9, \$3.50 each; 07, \$2.75 each; 08, \$3.00 each; 09, \$3.50 each.
 Pots, Stove—No. 17, \$3.85 each; 18, \$4.00 each; 19, \$4.50 each; 017, \$3.85 each; 018, \$4.00 each; 019, \$4.50 each.
 Skilleto or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.00 each; 6, \$1.10 each; 7, \$1.30 each; 8, \$1.35 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.75 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.35 each.
 Waffle Irons—No. 7, \$2.25 each; 8, \$2.50 each; 9, \$2.75 each; 7 D, \$2.75 each; 8 D, \$3.00 each; 9 D, \$3.50 each; 11, \$3.50 each; 12, \$5.00 each; 14, \$10.00 each.

HOOKS—Bright.

No.	Dos.	No.	Dos.
0	.85	104	.45
1	.75	105	.35
2	.65	106	.35
3	.55	107	.30
4	.45	108	.15
5	.35	109	.15
6	.25	110	.15
7	.20	111	.15
9	.15	112	.10
10	.15	113	.10
11	.15	114	.10
12	.10		
13	.10		
14	.10		

Gross—60% Discount from List.

No.	Dos.	No.	Dos.
1/2	.20	1 1/2, 2 for 5c.	.35
3/4	.20	1 3/4	.40
1	.20	1 1/2	.50
1 1/2	.25	1 3/4, 2 for 15c.	.75
2	.30	2, 3 for 15c.	.85
2 1/2	.30		
3	.30	1, 2 for 5c.	.30
3 1/2	.20	1 1/2	.40
4	.20	1 3/4	.50
4 1/2	.20	1 1/2, 2 for 15c.	.75
5	.25	2, 3 for 15c.	.85

HOSE COUPLINGS—Com. Size 1/2, each 20c; 3/4, 20c; 1, 20c.

HOSE (GARDEN)—

Coupled Fifty Foot Lengths—Axtec, 1/2 inch 24c foot.
 Axtec, 3/4 inch 28c; Deluge, 1/2 inch 23c; Deluge, 3/4 inch, 27c; Delphos, 1/2 inch, 20c; Delphos, 3/4 inch 23c; Sierra, 1/2 inch 22c, Sierra, 3/4 inch, 25c; Simi, 1/2 inch 17c, Simi, 3/4 inch 21c; Solar Cotton, 1/2 inch, 30c; Solar Cotton, 3/4 inch 23c; Summit, 1/2 inch 20c; Summit, 3/4 inch 23c; Ten Cee, 1/2 inch 17c, Ten Cee, 3/4 inch 21c; Torrent, 1/2 inch 23c, Torrent, 3/4 inch 27c; Union Arrow, plain, 1/2 inch 18c, Union Arrow, plain, 3/4 inch 21c, Union Arrow, WW, 1/2 inch 21c, Union Arrow, 3/4 inch 20c; Whirlpool, 1/2 inch 20c, Whirlpool, 3/4 inch 23c.
 Reel Not Coupled—Endurah Ribbed, 1/2 inch 24c, Endurah Ribbed, 3/4 inch 28c, Endurah Smooth, 1/2 inch 25c, Endurah Smooth, 3/4 inch 28c; Goodrich Ribbed, 1/2 inch 27c, Goodrich Ribbed, 3/4 inch 31c; North Star Ribbed, 1/2 inch 28c, North Star Ribbed, 3/4 inch 27c; Rajah Ribbed, 1/2 inch 22c, Rajah Ribbed, 3/4 inch 26c; Rajah Smooth, 1/2 inch 22c, Rajah Smooth, 3/4 inch 26c; Utility Ribbed, 1/2 inch 31c, Utility Ribbed, 3/4 inch 24c, Utility, Smooth, 1/2 inch 31c, Utility Smooth, 3/4 inch 24c.

ICE TOOLS—

No. 315 Plow, 8-in.	\$40.00
No. 316 Plow, 10-in.	47.50
No. 317 Plow, 12-in.	54.00
No. 320 Plow, 8-in.	42.50
No. 321 Plow, 10-in.	50.00
No. 322 Plow, 12-in.	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.85
No. 520 Ice Hooks, 4-ft.	1.85
4 1/2-ft.	1.40
5-ft.	1.50
6-ft.	1.65
No. 1 Ice Tong V & B.	1.75
No. 2	2.00
No. 3	2.25
No. 4	2.00
No. 540 18-inch	2.15
14 1/2-inch	2.15
16 1/2-inch	2.25
Pond Ice Saws—Tiller Handle.	
4 1/2-foot	5.75
5-foot	6.25
5 1/2-foot	6.75

IRON—Bars Small Lots. (Cutting Extra)

Common Bar	.06 lb. Base
Angle Iron, 1/2-inch	.10
Angle Iron, 3/4-inch	.08
Angle Iron, 1/2-inch and heavier.	.07 1/2
Rd., sq. and sq. twisted—	
1/4-inch and smaller	7.50 Base
5/16-inch	7.00
3/4 to 2 1/4-inch	6.50
3-inch and larger	7.50
Flats, all sizes	6.50

IRONS—Sad. Common, 15c lb.; Mrs. Potts No. 50, \$2.50 set; Dover No. 70, \$2.75 set.

JACKS—Bell Bottom, Net List.
 Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

No.	Each	No.	Each
526—5	.75	1500—7	\$1.25
526—5 1/2	.85	1500—8	1.50
526—6	.95	1910—6	.50
526—6 1/2	1.10	1910—7	.60
526—8	1.65	1910—8	.75
526—9	\$2.00	2200—6	1.00
526—10	2.50	2200—7	1.25
526—7	1.35	2200—8	1.60
526—12	3.50	3047—6	.80
526—14	4.25	3047—6 1/2	.70
790—6	1.00	3047—7	.85
790—7	1.80	3047—8	1.00
790—8	2.00	3047—10	2.00
1500—6	1.00	3047—12	2.50

Cheese—

Cooks French—	Draw—
267—6	84—4
267—8	100—6
267—9	100—7
267—10	100—8
267—12	100—9
Corn—	105—6
2	105—8
8	105—9
10	105—10
	105—12

KNIVES—Hay—Lightnin' \$1.35; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c doz.

LACING—Belt—

Leather	Bristol
Size 1/4, per ft.	111, per inch
Size 5/16, per ft.	112, per inch
Size 3/8, per ft.	113, per inch
Size 1/2, per ft.	114, per inch
Size 5/8, per ft.	Wire—
Size 3/4, per ft.	No. 1, box 50 ft.
	No. 2

LADDERS—Extension, No. 1, 35c foot. Step, Climax, 60c foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Boys'—No. 539, 45c each; 1590, Oadet, 25c.
 Dash—No. 321, Prisco, \$2.25 each; 331, Prisco, \$2.50.
 Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.50 each; 400, Prisco (Nustyle), \$1.80; 477, Prisco, \$1.65.
 Hot Blast Tubular—No. 165, Prisco \$1.15 each; 165R, Prisco (Ruby), \$1.60; 176, Prisco (Bullseye), \$1.60; 217, Prisco, \$1.15.

LEAD—White—12 1/2-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.

Cotton, Twisted—No. 140, 50c each; 150, 55c.
 Wire, Twisted—50 foot, 20 gauge, 45c each; 75 foot, 20 gauge, 55c; 100 foot, 20 gauge, 65c; 50 foot, 18 gauge, 60c; 75 foot, 18 gauge, 70c; 100 foot, 18 gauge, 85c.
 Wire, Solid—100 foot, 9 gauge, 85c each.

MANILA ROPE—3-16-inch to 1/4-inch, 50c per lb; 1/2-inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.85; 3, \$2.15; 02, \$2.60; 03, \$3.25; 04, \$4.00; 05, \$4.75.
 Steel—No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot.

MATTOCKS—

Short Cutter, No. 1800	Each \$2.00
Long Cutter, No. 1790	Each 2.00
Pick, No. 1810	Each 2.00
Handled, D E 3	Each 1.85
Handled, C E 3 1/2	Each 1.85
Handled S Q 3 1/2	Each 1.10

MAULS—Post—No. 110, \$1.50 each; 118, \$1.75; 116, \$2.25; 118, \$2.50; 120, \$2.75.

Ship or Top—No. 1560, 85c lb.
 Wood Choppers—No. 2180, 85c lb.; 2181, 85c lb.

MILLS—Cider—

Junior	\$25.00	Senior	\$40.00
Medium	30.00	Force Feed	18.00

MOPS—Slasher

Slasher	Cotton
15 oz., each	15 oz., each
18 oz., each	18 oz., each
21 oz., each	21 oz., each

MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70 or Janitor's, 65c each.

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb.

Fine Blue 24s.....	.08	Barb Box 8 to 20d..	.08
Fine Bright.....	.08	Barb Roof ¾ to 1.....	.10
Common 24s.....	.08	Barb Roof 1 to 1½.....	.10
Common 24s.....	.08	Plaster Board.....	.10
Common 24s.....	.07	C. O. Box.....	.10
Common 8 to 60d.....	.07	Cut Casing 6s.....	.08
Casing 24s.....	.08	Galv. Felt.....	.15
Casing 44s.....	.08	Galv. Boat.....	.12
Casing 8 to 20d.....	.08	Olout.....	
Finishing 24s.....	.10	Bulk, lb.....	.30
Finishing 44s.....	.08	½ lb. Papers, ea.....	.30
Finishing 8 to 20d.....	.08	Cigar Box.....	
Smooth Box 4 to 6d.....	.08	Bulk, lb.....	.30
Smooth Box 8 to 20d.....	.08	1 lb. Papers, ea.....	.35
Barb Box 4 to 6d.....	.08	½ lb.....	.30
Barb Box 8.....	.08	¼ lb.....	.15
Trunk.....		Horsehoe.....	
Bulk, lb.....	.30	Capewell, lb.....	.30
1 lb. Papers, ea.....	.35	Northwestern.....	.30
¼ lb.....	.30	Union.....	.35
½ lb.....	.15		

NETTING, POULTRY—Hexagon, Galvanized After Weaving—2 inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91; 72 in., \$10.69.

Sell Full Roll—12 in., \$2.35; 18 in., \$3.40; 24 in., \$4.30; 30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80; 72 in., \$11.75.

Sell Cut (lin. ft.)—12 in., 2¼c; 18 in., 3¼c; 24 in., 4¼c; 30 in., 5c; 36 in., 5¼c; 48 in., 7¼c; 60 in., 9¼c; 72 in., 11¼c.

1¼-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.58; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$13.18; 72 in., \$15.75.

Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40; 30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in., \$14.50; 72 in., \$17.25.

Sell Cut (lin. ft.)—12 in., 3¼c; 18 in., 4¼c; 24 in., 5¼c; 30 in., 7¼c; 36 in., 8¼c; 48 in., 11¼c; 60 in., 14c; 72 in., 16¼c.

1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.88; 36 in., \$12.88; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.

Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$13.50; 48 in., \$18.00; 60 in., \$22.50; 72 in., \$27.00.

Sell Cut (lin. ft.)—12 in., 5¼c; 18 in., 7¼c; 24 in., 9¼c; 30 in., 11¼c; 36 in., 13c; 48 in., 17¼c; 60 in., 22c; 72 in., 26c.

¾-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$12.80; 24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.88; 48 in., \$28.50; 60 in., \$35.63; 72 in., \$42.75.

Sell Full Roll—12 in., \$9.40; 18 in., \$13.50; 24 in., \$17.00; 30 in., \$20.50; 36 in., \$23.50; 48 in., \$31.25; 60 in., \$39.00; 72 in., \$46.50.

Sell Cut (lin. ft.)—12 in., 9c; 18 in., 13c; 24 in., 16¼c; 30 in., 20c; 36 in., 23c; 48 in., 30¼c; 60 in., 38c; 72 in., 45c.

NIPPERS—Nettleson—8-in., \$1.60 each; 10-in., \$1.85; 12-in., \$2.00; 14-in., \$2.45.

NIPPLES—Right Hand.

Size	2	3	4	5	6	7	8
¾, black	.04	.06	.06	.07	.08	.10	.15
¾, galv.	.06	.11	.11	.12	.14	.16	.22
¾, black	.04	.06	.06	.07	.08	.10	.15
¾, galv.	.06	.11	.11	.12	.14	.16	.22
¾, black	.04	.06	.06	.07	.08	.10	.15
¾, galv.	.06	.11	.11	.12	.14	.16	.22
¾, black	.05	.07	.07	.08	.10	.12	.16
¾, galv.	.06	.11	.11	.12	.14	.16	.22
¾, black	.05	.07	.07	.08	.10	.12	.16
¾, galv.	.06	.11	.11	.12	.14	.16	.22
¾, black	.06	.09	.09	.09	.11	.13	.17
¾, galv.	.08	.14	.14	.14	.16	.21	.25
1, black	.08	.13	.13	.13	.15	.18	.23
1, galv.	.11	.19	.19	.19	.24	.28	.34
1¼, black	.11	.17	.17	.17	.20	.24	.29
1¼, galv.	.17	.29	.29	.29	.32	.38	.45
1½, black	.18	.30	.30	.30	.35	.39	.46
1½, galv.	.31	.51	.51	.51	.59	.68	.84
2, black	.18	.30	.30	.30	.35	.40	.48
2, galv.	.27	.47	.47	.47	.53	.61	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 70c lb.; 5-16, 65c lb.; ¾, 50c lb.; 7-16, 45c lb.; ¾, 35c lb.; 9-16, 35c lb.; ¾, 30c lb.; ¾, 30c lb.; ¾, 25c lb.; 1, 25c lb.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 85c lb.; 5-16, 30c lb.; ¾, 25c lb.; 7-16, 25c lb.; ¾, 20c lb.; ¾, 20c lb.; ¾, 18c lb.; ¾, 18c lb.; 1, 18c lb.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 85c lb.

OAR LOCKS—2-in., per pair 40c; 2¼-in., per pair 60c; 2½-in., per pair, 70c.

OPENERS (OAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	340	.30
100	.30		

OIL—Boiled Linseed, \$2.50 gal.

OILERS—

Mowing Machine—	14 B	.50
No.	16	.55
8 A	10	1.00
8 B	11	1.35
1100	00	.10
1120	0	.15
1140	1	.15
Steel, Spring Bottom—	2	.20
12	3	.25
13	4	.30
14	5	.35
14 AA	6	.45

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.35.

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinney & Boyle			
15	3.00	33	3.95
17	3.50	37	3.75
17 G	3.75	37 G	3.65

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A 12, Blue and White striped, \$1.50.

PADLOCKS—Corbin

No.	Each	No.	Each
1903	.50		
9902	.65		
9902 N O	.60		
21090	.75		
Yale			
223	.65		
225	.80		
453 J	.35		
453 X	.35		
563	1.25		
565	1.50		
585	1.30		
635	1.25		
645 J	.60		
803	1.40		
805	1.50		
805½	1.75		
813	1.50		
815	1.50		
823	1.75		
833	2.00		
843	2.50		
853	2.75		
8454	3.00		
Miller			
016	1.50		
18	.30		
18 B	.35		
19	.40		
21	.50		
25	.50		
76	.75		
78	.85		
96	.50		
96 O	.65		
121	.50		
5441	.85		
Slaymaker			
1902	.60		

PAINT SUNDRIES—

Alcohol (Denatured)	Gal.	1.60	
1-gallon	Gal.	1.95	
5-gallon	Gal.	4.25	
Barrel	Gal.	2.25	
Glue	Qt.	1.30	
No. 2 Gelatine	Lb.	.65	
Chicago White	Lb.	.65	
Lead, Selby White			
500 lbs. or more		.15%	
100-lb. kegs		.16%	
50 and 35-lb. kegs		.16%	
12½-lb. kegs		.16%	
Paint, Dry Colors			
Burnt Umber	.05½		
Chrome Green, Med.	.15		
Graphite	.06%		
Princess Metallic	.04		
Rav Sienna	.07		
Venetian Red	.04½		
Yellow Ochre	.05		
Paints, Ready Mixed			
1st Grade, White	Gal. 4.40		
¾-gals.	Gal. 3.80		
Quarts	Qt. 1.25		
Pints	Pt. .70		
½-pints	½-Pt. .40		
1st Grade, Colors	Gal. 4.25		
¾-gals.	Gal. 3.25		
Quarts	Qt. 1.20		
Pints	Pt. .65		
½-pints	½-Pt. .35		
2nd Grade White or Colors	Gal. 2.90		
¾-gals.	Gal. 1.60		
Quarts	Qt. .95		
Inside Floor	Gal. 2.90		
¾-gals.	Gal. 2.90		
14 B	.50		
16	.55		
Steel, Railroad	1.00		
11	1.35		
Zinc, Chace's	.10		
0	.15		
1	.15		
2	.20		
3	.25		
4	.30		
5	.35		
6	.45		
OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.35.			
OVENS, PORTABLE—Boss			
No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinney & Boyle			
15	3.00	33	3.95
17	3.50	37	3.75
17 G	3.75	37 G	3.65
PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.			
PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A 12, Blue and White striped, \$1.50.			
PADLOCKS—Corbin			
No.	Each	No.	Each
1903	.50		
9902	.65		
9902 N O	.60		
21090	.75		
Yale			
223	.65		
225	.80		
453 J	.35		
453 X	.35		
563	1.25		
565	1.50		
585	1.30		
635	1.25		
645 J	.60		
803	1.40		
805	1.50		
805½	1.75		
813	1.50		
815	1.50		
823	1.75		
833	2.00		
843	2.50		
853	2.75		
8454	3.00		
PAINT SUNDRIES—			
Alcohol (Denatured)	Gal.	1.60	
1-gallon	Gal.	1.95	
5-gallon	Gal.	4.25	
Barrel	Gal.	2.25	
Glue	Qt.	1.30	
No. 2 Gelatine	Lb.	.65	
Chicago White	Lb.	.65	
Lead, Selby White			
500 lbs. or more		.15%	
100-lb. kegs		.16%	
50 and 35-lb. kegs		.16%	
12½-lb. kegs		.16%	
Paint, Dry Colors			
Burnt Umber	.05½		
Chrome Green, Med.	.15		
Graphite	.06%		
Princess Metallic	.04		
Rav Sienna	.07		
Venetian Red	.04½		
Yellow Ochre	.05		
Paints, Ready Mixed			
1st Grade, White	Gal. 4.40		
¾-gals.	Gal. 3.80		
Quarts	Qt. 1.25		
Pints	Pt. .70		
½-pints	½-Pt. .40		
1st Grade, Colors	Gal. 4.25		
¾-gals.	Gal. 3.25		
Quarts	Qt. 1.20		
Pints	Pt. .65		
½-pints	½-Pt. .35</		

RETAIL SELLING PRICES—Continued.

PANS—Acme Fryng—

No. 00, each.....	\$.15
No. 0, each.....	.25
No. 1, each.....	.30
No. 2, each.....	.35
No. 3, each.....	.35

No. 4, each.....	\$.40
No. 5, each.....	.45
No. 6, each.....	.50
No. 7, each.....	.60

PAPER—Asbestos, size 1-16 and under, 80c lb. cut; over 1-16, 80c lb.
Paper Sheathing, Red or Gray, 30-lb., 95c roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll.
Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.)

PAPER—Building—

P & B	
No. 1—500.....	\$2.00
No. 1—1000.....	3.90
No. 2—500.....	2.95
No. 2—1000.....	5.75
No. 3—500.....	4.00
No. 3—1000.....	7.70

Imitation P & B

No. 1—500.....	\$1.80
No. 1—1000.....	3.40
No. 2—500.....	2.55
No. 2—1000.....	4.95
No. 3—500.....	3.80
No. 3—1000.....	6.75

Red Resin—

17 lb.....	\$1.15	35 lb.....	\$1.65
20 lb.....	1.40	30 lb.....	1.90

PAPER—Roofing, Smooth or Sanded—Fly $\frac{1}{4}$, \$1.85 lb.; ply 1, \$2.35; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00 $\frac{1}{2}$, 40c gr.; 1, 45c gr.; $1\frac{1}{2}$, 55c gr.; 2, 65c gr.; $2\frac{1}{2}$, 75c gr.; 3, 85c gr.

PEAVIES—

—Socket—

	Maple	Hickory	Maple	Hickory
$2\frac{1}{2} \times 4$	\$2.50	\$2.75	\$2.80	\$3.00
$4\frac{1}{2}$	2.75	2.85	2.85	3.10
$2\frac{1}{2} \times 4\frac{1}{2}$	2.75	2.85	2.80	3.25
5.....	2.75	3.00	3.10	3.25
$2\frac{1}{2} \times 4\frac{1}{2}$	3.00	3.25	3.25	3.50
5.....	3.00	3.25	3.25	3.50
8x5.....	3.15	3.50	3.75	3.85

—Bangor—

	Maple	Hickory
$2\frac{1}{2} \times 4$	\$2.80	\$3.00
$4\frac{1}{2}$	2.85	3.10
$2\frac{1}{2} \times 4\frac{1}{2}$	2.80	3.25
5.....	3.10	3.25
$2\frac{1}{2} \times 4\frac{1}{2}$	3.25	3.50
5.....	3.25	3.50
8x5.....	3.75	3.85

PERCOLATORS, COFFEE—Universal—

	Each	Each	
44	\$4.00	1204	\$3.75
46	4.50	1206	4.00
48	5.00	1208	4.25
52	4.25	1210	5.00
54	4.50	1504	4.25
56	5.00	1806	4.50
58	5.50	1808	4.75
64	5.00	1810	5.00
66	5.50	1404	4.75
68	6.25	1406	5.00
74	6.75	1408	5.25
76	5.50	1410	5.50
78	6.00	1504	4.25
79	6.75	1506	4.50
714	7.25	1508	4.75
464	5.50	1510	5.25
466	6.00	1704	4.25
468	6.75	1706	4.50
474	6.00	1708	4.75
476	6.50	1710	5.25
479	7.25		

Percolator, Top, 10c each.

PICKS—Railroad—No. 1710, \$1.50 each; 1711, \$1.60; 1712, \$1.75; 1713, \$1.85; 1714, \$2.00; 1715, \$2.25.
Drifting—No. 1, \$1.85 each; $1\frac{1}{2}$, \$1.50 each; 2, \$1.60 each; 3, \$1.75 each; 4, \$1.90 each.

PINS—Escentheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.

Collars, No. 013, 014, 15c; 25, 25 $\frac{1}{2}$; 26, 10c ea.; 27, 15c ea.
Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each; 65 (1612), \$1.10 each; 75, \$1.20 each.
Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.
Elbows, No. 3 Corg., 30c each; 4 Corg., 25c each; 5 Corg., 25c each; 6 Corg., 30c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 30c each; 5 Adj. 4 Pc., 30c each; 6 Adj. 4 Pc., 35c each; 8-inch Adj. Galvd., 35c each; 4-inch Adj. Galvd., 45c each; 8 Corg. Jap., 35c each; 4 Corg. Jap., 45c each.

Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c each; 40, 20c each.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

	$\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.
Bushings.....	\$.05	\$.10	\$.10	\$.15
Caps.....	.05	.10	.12 $\frac{1}{2}$	.15
Couplings.....	.10	.10	.15	.15
Crosses.....	.15	.20	.25	.30
Elbows, 90 Deg.....	.10	.15	.15	.20
Elbows, 45 Deg.....	.10	.10	.15	.25
Elbows, Red.....	.15	.15	.20	.25
Elbows, Street.....	.10	.10	.15	.20
Floor Flanges.....	.20	.40	.30	.60
Lock Nuts.....	.05	.10	.10	.30
Plugs.....	.05	.05	.05	.10
Reducers.....	.10	.15	.15	.25
Return Bends.....	.20	.35	.25	.45
Tees.....	.10	.15	.15	.20
Unions.....	.20	.25	.20	.35
Waste Nuts.....	.10	.10	.10	.15

	1-in.	$1\frac{1}{4}$ -in.	$1\frac{1}{2}$ -in.	2-in.
Bushings.....	Gal. .15	Blk. .10	Gal. .25	Blk. .15
Caps.....	.20	.20	.40	.25
Couplings.....	.20	.20	.25	.30
Crosses.....	.75	.55	.90	1.10
Elbows, 45 Deg.....	.80	.40	.65	.45
Elbows, 45 Deg.....	.80	.40	.65	.45
Elbows, Red.....	.85	.35	.60	.40
Elbows, Street.....	.40	.30	.55	.60
Floor Flanges.....	.70	.45	.80	.50
Lock Nuts.....	.40	.35	.60	.40
Plugs.....	.10	.10	.15	.20
Reducers.....	.85	.35	.45	.55
Return Bends.....	.80	.65	1.30	.85
Tees.....	.30	.30	.50	.40
Unions.....	.45	.45	.60	.85
Waste Nuts.....	.15	.30	.30	.60

Nipples

	$\frac{1}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.
Close.....	Blk. .05	Gal. .05	Blk. .07 $\frac{1}{2}$	Gal. .05
Long.....	.05	.10	.05	.10
4-in. Long.....	.05	.10	.08	.10
5-in. Long.....	.08	.10	.15	.10
6-in. Long.....	.08	.10	.15	.15
Close.....	1-in. Gal. .10	$1\frac{1}{4}$ -in. Blk. .15	$1\frac{1}{2}$ -in. Gal. .15	2-in. Blk. .15
Long.....	.20	.15	.25	.20
4-in. Long.....	.20	.15	.25	.20
5-in. Long.....	.20	.15	.25	.20
6-in. Long.....	.25	.30	.30	.25

PIPE, GAS AND WATER—Black, $\frac{1}{4}$ -inch, 7c foot; $\frac{1}{2}$ -inch, 8c; $\frac{3}{4}$ -inch, 8c; $\frac{1}{2}$ -inch, 10c; $\frac{3}{4}$ -inch, 12c; 1-inch, 18c; $1\frac{1}{4}$ -inch, 24c; $1\frac{1}{2}$ -inch, 30c; 2-inch, 40c.
Galvanized— $\frac{1}{4}$ -inch, 9c foot; $\frac{1}{2}$ -inch, 10c; $\frac{3}{4}$ -inch, 10c; $\frac{1}{2}$ -inch, 12c; $\frac{3}{4}$ -inch, 15c; 1-inch, 22c; $1\frac{1}{4}$ -inch, 29c; $1\frac{1}{2}$ -inch, 37c; 2-inch, 50c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 30c joint; 4-inch, 30c; 5-inch, 35c; 6-inch, 40c; 7-inch, 45c; 8-inch, 40c; 35c; 4-inch, 40c; 5-inch, 45c; 6-inch, 50c; 7-inch, 55c; 8-inch, 55c.
Half Joints—Size, 5-inch, 20c joint; 6-inch, 25c.
Taper Joints—Size, 6-inch to 5-inch, 40c joint; 7-inch to 6-inch, 45c joint. For future delivery, prices withdrawn.

PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; $\frac{1}{2}$ Bbl., \$4.50; Bbl., \$8.00.

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

Block-Bailey—No. 9 $\frac{1}{2}$, \$2.40 each; 9 $\frac{1}{4}$, \$2.75; 15, \$2.50; 16, \$2.60; 17, \$2.75; 18, \$2.75; 19, \$2.85.
Block, Stanley—No. 60, \$2.65 each; 60 $\frac{1}{2}$, \$2.40; 61, \$2.40; 65, \$3.15; 100, 60c; 101, 50c; 102, 85c; 103, \$1.20; 110, \$1.25; 120, \$1.75; 130, \$1.75; 131, \$2.75; 203, \$1.40; 220, \$1.75.

Iron, Bailey—No. 2, 3 O, \$4.25 each; 3, 3 O, \$4.50; 4, 4 O, \$4.75; 4 $\frac{1}{2}$, 4 $\frac{1}{2}$ O, \$5.25; 5, 5 O, \$5.25; 5 $\frac{1}{2}$, 5 $\frac{1}{2}$ O, \$6.00; 6, 6 O, \$7.00; 7, 7 O, \$8.00; 8, 8 O, \$10.

Iron, Stanley—No. 602, 602 O, \$4.50 each; 603, 603 O, \$4.75; 604, 604 O, \$5.25; 604 $\frac{1}{2}$, 604 $\frac{1}{2}$ O, \$6.00; 605, 605 O, \$6.00; 605 $\frac{1}{2}$, 605 $\frac{1}{2}$ O, \$6.75; 606, 606 O, \$7.75; 607, 607 O, \$8.75; 608, 608 O, \$10.50.
All Wood—Plain, No. 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 29W, \$2.65. Razee, No. 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 22, \$3.00 each; 23, \$3.00; 24, \$3.00; 26, \$3.50; 27, \$3.85; 28, \$4.25; 29, \$4.40; 30, \$4.65; 31, \$4.65; 32, \$5.00; 35, \$5.75; 36, \$4.25.
Rabbit—No. 10, \$7.00 each; 10 $\frac{1}{2}$, \$5.85; 75, 90c; 90, \$4.25; 92, \$4.25; 93, \$5.00; 190, 191, 192, \$2.85.

PLIERS—Bernard's, No. 100, $\frac{1}{4}$ -inch, \$1.00 each; $\frac{5}{8}$ -inch, \$1.25; $\frac{3}{4}$ -inch, \$1.50; No. 101, $\frac{1}{2}$ -inch, \$1.25; $\frac{3}{4}$ -inch, \$1.50; No. 102, $\frac{1}{4}$ -inch, \$1.85; $\frac{5}{8}$ -inch, \$2.25; $\frac{3}{4}$ -inch, \$2.75; 8-inch, \$3.75; No. 108, $\frac{1}{4}$ -inch, \$1.00; $\frac{5}{8}$ -inch, \$1.10; No. 104, $\frac{1}{4}$ -inch, \$1.00; $\frac{5}{8}$ -inch, \$1.10; No. 105, $\frac{5}{8}$ -inch, \$2.00; No. 106, $\frac{1}{4}$ -inch, \$1.10; $\frac{5}{8}$ -inch, \$1.25; No. 108, 6-inch, \$1.40; 7-inch, \$1.85; No. 111, $\frac{5}{8}$ -inch, \$1.75.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Diaston—No. 00, \$1.25 each; 0, \$1.40; 2, \$1.85; 3, \$2.25; 13, \$2.75; 25, \$3.75; 30, \$3.00; 35, \$2.75; 45 $\frac{1}{2}$, \$4.00; 90, \$3.75; 93, \$4.75; 95, \$7.00; 98, \$3.75; 101, \$4.25; 192, 75c; 103, 95c; 104, 90c; 6012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6512, \$2.25; 6518, \$2.85; 6524, \$3.25.

POINTS AND CHUCKS—

For 30 and 31.....	.75	8-inch.....	.95
For 35.....	.50	10-inch.....	1.10
Nos. 11 and 15, 2-in.....	.55	No. 75.....	3.25
3-inch.....	.60	No. 60.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

POLISH (FURNITURE)—Calol, $\frac{1}{4}$ pint, 30c each; 1 pint, 40c; 1 quart, 60c; $\frac{1}{2}$ gallon, \$1.00; 1 gallon, \$1.75; 5 gallons, \$7.00.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; $\frac{1}{2}$ gallon, \$1.75; gallon, \$3.00.

RETAIL SELLING PRICES—Continued.

POLISHES—Continued.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c; 2 pound, \$1.40; 5 pound, \$8.00.
Metal—NonOilo, ½ pint, 50c each; 1 pint, 75c; 1 quart \$1.25.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enamelina, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enamelina, 10c; 6 E, Enamelina, 15c; 75 Black Eagle, 15c; 1, Rising Sun, 15c.

POTS—Fire

Gasoline, O. & L.	8 Quart.....	1.10
1	10 Quart.....	1.40
5	12 Quart.....	1.50
21	16 Quart.....	1.75
71	Tin—	
73	4 Quart.....	.55
221	6 Quart.....	.65
	8 Quart.....	.85
	10 Quart.....	1.00
Watering Galvanized		
4 Quart.....		.85
6 Quart.....		1.00

PULLERS—Nail—Rox, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 850, ½ inch, 10c each; ¾, 10c each; 1, 10c each; 1 ½, 35c each; 1 ¾, 40c each. No. 870, ½ inch, 25c each; 1, 40c each. Brass side, No. 1150, ½ inch, 25c each; ¾, 30c each. No. 1170, ½ inch, 30c each; ¾, 35c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2 ½, 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each; 2 ½, 25c each; 1660, 20c each; 1670, 25c each; 6350 G, 35c each; 6500, 55c each. Hay Fork, No. 1267, 60 each 692, 60c each; 798, 75c each; 46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

No. 5	Prouty	Foot, \$.16
No. 9	Richards-Wilcox	
9	Foot No.	Foot
182, 0182 .....	.12 16,019 .....	.50
	.50 150 .....	.10

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.85; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.35; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

No. 700, each	1.00	No. 706 B, Blades, Pkg...	.40
2, each	3.00		
800, each	1.00	Gem	
		800 B, Blades, Pkg...	.50
900, each	1.00	Enders	
		900 B, Blades, Pkg...	.35
1000, each	1.00	Durham Domino	
		1000 B, Blades, Pkg...	.50
		Gillette	
00, each .....	.75	480, each	5.00
460, each	5.00	500, each	5.00
460 B, each	5.00	500 B, each	6.00
470, each	5.00	501, each	5.00
501 B, each	6.00	6 X B Blades, Pkg...	.50
12 X B Blades, Pkg...	1.00		
1, set	Auto Strop		
15, set	5.00	2541, set	5.00
25, set	6.00	600 B Blades, Pkg...	1.00
251, set	6.50	600 ½ B Blades, Pkg...	.50
251, set	5.00		

REGISTER—

Jap 6x8	\$1.55	White 6x8	\$1.85
Jap 8x10	1.65	White 8x10	2.00
Jap 10x12	2.40	White 10x12	2.90
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.85	White 12x14	5.25

REGISTER FACES—

Jap 6x8	\$1.00	White 6x8	\$1.30
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2.20
Jap 10x14	2.30	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.55

REVOLVERS—

Colts, Model	Each		Each
Pocket Positive	\$15.00		
Police Positive	16.00	Harrington & Richardson	
Police Positive Special	17.00	208, 228	8.00
Police Positive Target	18.00	308 B, 228 B	8.50
Army Special	\$18.00	204, 224	8.50
New Service	20.00	204 B, 224 B	9.00
Single Action	18.00	263, 273	9.00

263 B, 273 B	Each	9.50	844 B, 854 B	Each	14.00
264, 274	9.50	860 B, 865 B	14.25		
264 B, 274 B	10.00	Smith & Wesson			
Iver Johnson		1905 Military, Police	22.00		
300, 303, 323	12.00	Regulation Police	21.00		
300 B, 303 B, 323 B	12.50	1903 Hand Ejector	21.00		
304, 324	12.50	38 S. & W. Perfected	20.00		
304 B, 324 B	13.00	1908 Military	24.50		
343, 353	13.00	1911 Target	23.50		
343 B, 353 B	13.50	New Departure	18.50		
344, 354	13.50	New Departure	20.00		

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.

Tinners', in Papers—Black: Plus 10% ; tinned, plus 10%.
Tinners', in Kegs—Black, all sizes, 30c lb.; tinned, 3, 55c; 3 ½, 55c; 4, 55c; 5, 55c; 6, 55c; 7, 55c; 8, 55c; 10, 55c.

RIFLES—No. and Model—

Daisy Air	Each	4.25	16 A TD—Standard ..	32.75
25	\$ 4.25	Stevens		
40	4.25	Little Scout	4.00	
8	3.55	Crack Shot	4.85	
30	\$ 3.25	Marksmen	6.50	
11	1.50	Favorite	7.25	
12	1.25	70 TD—22	11.50	
King Air		Winchester		
4	2.25	1886 SF—Round Bri...	36.00	
5	3.55	TD—Round Bri...	42.00	
21	1.25	1890 TD—Oct'gn F'oy	42.50	
22	1.50	TD—Oct'gn Plain	22.50	
Marlin		1893 SF—Round Bri...	27.50	
20 TD—Octagon Bri...	17.50	SF—Octagon Bri...	27.00	
27 TD—Round Bri...	20.50	SF—Carbine	25.00	
TD—Octagon Bri...	22.00	TD—Octagon Bri...	27.50	
29 TD—Round Bri...	15.50	SF—Octagon Bri...	29.50	
1897 TD—Round Bri...	21.50	SF—Carbine	25.50	
TD—Octagon Bri...	22.50	TD—Octagon Bri...	25.25	
Remington		1895 SF	38.00	
4 TD—Octagon Bri...	11.00	1895 Gov't Model ..	41.00	
6 TD—Round Barrel...	7.60	1895 TD	44.00	
8 A TD—Round Bri...	45.00	1902 TD—22	7.50	
12 TD—Round Barrel...	18.20	1902 TD—Plain	32.00	
TD—Octagon Bri...	20.20	TD—Fancy	56.00	
14 A TD—Standard ..	32.25	1906 TD	31.00	
TD—Carbine	32.75	1907 TD	40.00	

ROPE—Cotton Thread—Size 8-16, 75c lb.; ¼ to 5-16, 75c; ¾ to 1, 75c; 1 ½ to 1, 80c.
Manila—Base, 45c lb.; Sisal, Base, 55c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 35c each;

RULES, Boxwood—Lufkin Stanley—No. 171, (86) 50c each; No. 372 (36 ½) 70c; 378 (3) \$1.15; 388 (32) 70c; 388 (82 ½) 95c; 465 (68) 30c; 488 (57) 60c; 551 (68) 30c; 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 ½) 30c; 781 (62) 50c; 861 A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½) 60c; 8851 Y (66) 60c; 8861 (66 ½) 70c; 8881 (66 ½) \$1.40.

Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05) 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8518 (108), 50c; 8515 (105) 75c; 8516 (106), 90c; 8524 (854 F), 60c; 8526 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in.
7	\$1.80	\$2.00	\$2.15	\$2.25	\$2.35	\$2.50
D-8 & 1874	2.35	2.50	2.60	2.70	2.85	3.10
16	2.35	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 & 22	2.50	2.65	2.85	3.05	3.25	3.50
D-20 & 23			2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 & 15	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

	Simonds	Disston	Royal	Chinook O.O.	Chinook O.O.
3 ½ ft.	3.35	\$3.50	6 ft. \$9.80	5 ½	\$8.75
4 ft.	3.85	4.00	6 ½	10.80	6
4 ½ ft.	4.30	4.50	7	12.00	6 ½
5 ft.	4.80	5.00	7 ½	13.25	7
					7 ½

Simonds Felling same price as Royal Chinook O. O.

Atkins No. 400 and 401—		22 in.	4.85
28 in.	\$6.35	30 in.	4.40
36 in.	5.50	18 in.	4.15
24 in.	5.20		

Atkins No. 68 and 69—		22 in.	2.70
28 in.	\$3.60	30 in.	2.50
36 in.	3.15	18 in.	2.20
24 in.	2.90		

Atkins No. 58-51 and 65—		22 in.	3.60
28 in.	\$3.30	30 in.	3.40
36 in.	2.90	18 in.	2.10
24 in.	2.75		

RETAIL SELLING PRICES—Continued.

Atkins No. 64—		22 in. 2.00		568½, \$1.60; 664, \$1.65; 763, \$1.05; 763½, \$1.10; 764, \$1.15; 764½, \$1.20; 765, \$1.25; 765½, \$1.30; 766, \$1.35; 773, \$1.10; 773½, \$1.15; 774, \$1.20; 814, \$1.20; 814½, \$1.25; 815, \$1.30; 815½, \$1.35; 816, \$1.45.	
SAWS—Continued. Hand—		20 in. 2.70		SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L, \$2.40; 744 L, \$2.50; 746 L, \$3.60.	
22 in. \$4.00		18 in. 2.40		D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.	
24 in. 2.50		Atkins No. 66 and 67		The last figure in the number of a scoop shows its size.	
26 in. \$3.60		22 in. 2.65		SCREWS—Iron Bench—	
28 in. 6.15		20 in. 2.50		¾ \$1.00 1¼ 1.40	
24 in. 2.90		18 in. 2.20		¾ 1.10 1¼ 1.50	
Atkins No. 70—		24 in. 1.75		1 1.20 1½ 2.35	
22 in. \$2.85		22 in. 2.10		Wood Hand—	
26 in. 2.40		20 in. 1.95		6 inch. \$.45 14 inch. 1.10	
24 in. 2.20		18 in. 1.75		8 inch. .... .65 16 inch. 1.85	
No. 5 Simonds, No. 13 Dis-		24 in. 2.50		10 inch. .... .85 18 inch. 1.60	
ton or No. 69 Atkins.		26 in. 2.75		12 inch. .... .95 20 inch. 1.70	
20 in. \$2.65		28 in. 3.25		Jorgensen—	
22 in. 3.00		No. 4 Simonds or No. 120		No. 0. \$1.15 No. 3. 1.65	
No. 8 Simonds, No. D8		Disston.		No. 1. 1.85 No. 4. 3.00	
Disston or No. 51		26 in. \$4.00		No. 2. 1.50 No. 5. 3.50	
Atkins.		28 in. 4.25		SCREWS—Wood—	
20 in. \$2.50		No. 112 Disston.		Contr. Broken Flat Hd. Brt.—Small Quant.	
22 in. 2.75		26 in. \$3.25		Full Pkg. Pkg.	
24 in. 2.85		28 in. 3.50		5c Dozen to \$1.00 List	
26 in. 3.00		Butcher No. 10, 16 in. 1.25		10c Dozen to 2.00 List	
28 in. 3.50		18 in. 1.35		15c Dozen to 3.00 List	
30 in. 3.75		20 in. 1.50		20c Dozen to 4.00 List	
No. D100 or No. D20		22 in. 1.65		25c Dozen to 5.00 List	
Disston.		Kitchen No. 2, 13 in. .45		30c Dozen to 6.00 List	
26 in. \$3.35		14 in. .... .50		85c Dozen to 7.00 List	
28 in. 3.50		16 in. .... .55		Retail	
Back 12 in. 2.25		Mitre 24 in. 3.50		Contr.'s. by des.	
Back 14 in. 2.50		26 in. 3.75		..... list Plus 25%	
Back 18 in. 2.75		28 in. 4.25		..... list Plus 25%	
Back 20 in. 3.00		30 in. 5.00		..... list Plus 25%	
Back 22 in. 3.25		Nest Complete No. 3. 1.50		..... list Plus 25%	
Compass No. 2, 10 in. .60				Machine Iron 80% off list.	
12 in. .... .65				Machine Brass list Plus 30%	
14 in. .... .70				Nuts for Machine Screws—Iron, add 20% to List Price.	
16 in. .... .75				Brass, 40% to List Price.	
No. 10 Simonds or No. 7				Bench—Iron—1 inch. \$1.00; 1½ inch. \$1.25; 2 inch. \$1.35.	
Disston.				SCREW DRIVERS—Yankee—30, \$3.00; 31, \$3.75; 35, \$1.50; 130, \$2.25; 131, \$2.90.	
16 in. \$1.80				SCREW DRIVERS—G. & P.—367—1¼, 35c; 3, 40c; 4, 45c.	
18 in. 1.90				SOYTHES—Bush—	
Buck—				Grass	
Com Spl Brace V tooth 1.00				No. Each No. Each	
Com Dbl Brace Tuttle tooth 1.75				400 \$2.40 200 2.35	
Com Dbl Brace V tooth 1.50				450 2.25 250 2.25	
SAW BLADES—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50; 300, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N88, \$2.00; No. 11 with guide, \$3.25.				Weed	
SAW SETS—				800 2.40 150 2.35	
201 G. & P. \$1.00				850 2.25	
Spec. Morrill 1.10				STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.	
105 Morrill ..... .60				STEEL GOODS—Forks, Alfalfa—Ao184½, \$2.00 each; Ao185, \$2.00 each.	
1 Morrill 1.00				Forks, Barley—Bo185, \$2.00 each; Bo505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75.	
77 ..... .60				Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.	
X Out—				Forks, Hay—No. o 3154½ B, \$1.80 each; o 3155B, \$1.65 each; o 3155½ B, \$1.75; o 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00.	
Morrill No. 3 \$1.25				Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155½, \$2.25; Ro156, \$2.	

STEEL GOODS—

Potato Forks.	Fish Forks.	Riveted.	Snathes.	Mortar.	Floral Sets.
P064 1.70	IF \$.75	RA ..... .40	50 1.35	9 \$1.15	1 ..... .50
P06D 1.85	Stone.	Socket.	100 1.50	S10 1.35	2 ..... .55
Sluice Forks.	HH4 1.65	G078 ..... .95	Smith's Hoes.	M210 1.35	3PF 1.65
208 \$2.25	99R 2.25	G078X ..... .90	50A 1.00	M29 1.35	4PSF 2.50
210 2.50	Warren.	Beebe.	Nursery.	Invincible.	Floral Shovels.
212 2.75	Hoes.	BB6 ..... .90	No. 7 1.00	1905 \$1.10	FSD ..... .80
Coke Forks.	W7 1.10	BB6 1/2 ..... .95	German.	Asphalt.	Floral Hoes.
710 \$3.00	W7 1/2 1.15	A 1.15	GE2-0 ..... .90	914 2.50	TY4 ..... .65
712 3.25	W8 1.30	Mattock.	Planter's Eye.	Turf.	Floral Rakes.
714 3.75	Ladies'.	DES ..... .75	AES ..... .65	Edger \$1.00	GR6 ..... .45
Shavings Forks.	LY5 65	AES ..... .75	AES ..... .75	Dandelton.	Olam Rakes.
306L 3.15	LY5 65	DES ..... .75	AES ..... .75	Spuds ..... .30	1130 2.25
				Dark Cutter \$1.25	

RETAIL SELLING PRICES—Continued.

(Continued from page 166)

Hooks, Manure—No. M40, \$1.35 each.
 Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.
 Rakes, Hay, Wood—No. 01, 50c each.
 Rakes, Lawn—No. 86LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15.
 Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.
 Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B18, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

SHEARS—Grass

	Each		Each
1	\$.45	0267	.85
26	.50	460	.60
6 1/2	.70	07 1/2	.90
097	1.30	11 G	1.50

SHEARS—Dressmakers', Etc., Wiss-

No.	Each	No.	Each
180	\$.60	189	2.00
186	1.25	190 L	2.45
186 1/2	1.35	198	1.60
187	1.45	199	2.00
187 1/2	1.50	247	1.65
187 1/2 L H	1.90	247 1/2	1.75
188	1.60	348	1.80
188 L H	2.00	447	1.80
188 1/2	1.65	447 1/2	1.90
189	2.00	448	2.05
147	1.45	1080	2.45
147 1/2	1.55	1086	1.25
148	1.60	1086 1/2	1.35
148 1/2	1.65	1087	1.45
180	2.45	1087 1/2	1.55
182	3.00	1088	1.60
184	3.80	1088 1/2	1.65
186	4.90	1089	2.00

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 lb.; 18 to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 13 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ftd., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.
 Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c cut, 14c full sheet.
 Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.

SHIELDS—

Diamond—Expansion	% each	Diamond—Lead	
5-16, each	\$.05	1/4 x 1/4, each	\$.04
1/4, each	.06	3-16 x 1/4 each	.04
5-16, each	.07	3-16 x 1/2 each	.04
1/2, each	.08	1/4 x 1/2 each	.06
3/4, each	.12	1/2 x 1/2 each	.06
1, each	.15	1/2 x 1 each	.07

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 & larger, 11c. Oast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 30c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201, \$2.25; 401, \$1.90; 1008, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 208, \$2.25; 307, \$2.75; 408, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.35. Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 500 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 108, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDS—Hand and Coaster. Jr. Racer 4.35
 Flexible Flyer—Racer 5.00
 No. 1 \$3.00 Tux. Racer 7.50
 No. 2 2.50 Fire Fly
 No. 3 4.50 No. 9 \$1.75
 No. 4 5.50 No. 10 2.25
 No. 5 7.50 No. 11 2.75
 No. 6 15.00 No. 12 3.25

SMOOTH-ON—75c lb.

SOLDER—1/4 and 3/4, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair; W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50.
 Wiss, Curved Blade—No. W6 1/2 CB, \$6.25 pair; W7 CB, \$5.25; W8 CB, \$4.50; W9 CB, \$4.00; W10 CB, \$3.65; W11 CB, \$3.00; W12 CB, \$2.65.

SQUARES, STEEL—

No.	Each	No.	Each
8	2.25	24	1.40
3 B, 8 G	8.00	27	1.75
10	1.50	100	2.65
14	2.10	100 A	4.00
14 B, 14 G	2.75	100 B, 100 G	3.25
22	1.25	100 C R	4.00
100 G V R	3.75	100 R G T D	4.00
100 R	3.75	101	2.50
100 R B T D	4.00	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.55
2 9	1.10	20 6	.75
12 4	.60	20 7 1/2	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.35

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 123, \$1.00; 124 to 126, 80c; 128 to 135, \$1.25; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 53, \$1.25; 58, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythes—No. 39, 15c each; 40, 15c; 41, \$1.5c; 42, 20c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 278, \$7.00.

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7 1/2c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
 Caliper Rules, 40% above list.
 Thickness Gauges, 40% above list.
 Steel Tables, 40% above list.
 All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—

69..\$1.75 69B..\$1.50 247..\$2.00 5..\$.50 14..\$2.00

STOCKS & DIES—

Green River List plus 25%	Common No. 1 pipe..\$7.75
Little Giant List plus 25%	No. 2..... 9.90
Armstrong No. 1 pipe \$5.65	Stocks Only.....
No. 2..... 7.80	Common No. 1 Pipe \$2.75
No. 2 1/2..... 8.50	Common No. 2 Pipe 4.75
No. 3, 1 1/4 to 2..... 13.00	Armstrong No. 2..... 3.50
No. 3, 1 to 2..... 15.60	No. 3..... 5.25

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—			
1/4 inch.....\$1.25	1/4 inch.....	2.00	
1/2 inch..... 1.75	1 inch.....	3.00	
No. 80 High Grade "Cap" Pattern T or Lever Handle—			
Rough Brass, Iron Pipe Threads			
1/4 inch.....\$1.50	1/4 inch.....	2.50	
1/2 inch..... 2.10	1 inch.....	3.75	

STOVES—Common Air-Tights—

No. 16 Unlined.....\$2.25	No. 22 Lined.....\$4.50
No. 18 Unlined..... 3.00	No. 24 Lined..... 5.00
No. 20 Lined..... 4.00	No. 26 Lined..... 6.00

STRIP—Weather—Rubber, 1/2-in. 3c per ft; 3/4-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in.	Price	No. in.	Price
1	\$1.50	2	\$2.00

SWEETERS, CARPET—Bissell's—American Queen (N), \$6.25 each; Club (N), \$10.50 each; Grand Rapids (N), \$5.75 each; Grand Rapids (J), \$5.00 each; Parlor Queen (N), \$6.75 each; Princess (N), \$6.00 each; Superba (N), \$7.75 each; Universal (N), \$5.50 each; Universal (J), \$4.75 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 35c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 484 Out, or 484 Wire 1/4 lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 488 Out, or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6, 7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—No. 324, 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Out, 1/4 lb. papers—1 1/2 15c box; 2, 15c; 2 1/2, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. No. 305, Out, or 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued, 1/4 lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—309, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

RETAIL SELLING PRICES—Continued.

TAPS—Machine Hand—

1-16 to 15-64.....	30%
1/4 to 1.....	30%
1-16 to 2.....	30%
Left Hand Dbl list plus 30%	
Machine Screw—	
1 1/4 to 13.....	35%
14 to 24.....	35%
Machine Nut—	
3-16 to 1.....	30%

TAPES—

Starrett			
No. 510, 25-ft.	360	\$3.85	
No. 510, 50-ft.	363	4.55	
No. 510, 75-ft.	365	6.15	
No. 510, 100-ft.	366	7.75	
No. 505, 25-ft.	340	3.25	
	555	4.75	
	556	6.00	
	100	4.00	
	108	5.00	

TEES—Stove Pipe—Cylinder—

Asbestos 6 inch—		
6x4, each.....	\$.90	
6x6, each.....	1.25	
6x8, each.....	1.65	
6x6, each.....	1.75	

TENTS—

Size	8-oz.	10-oz.	Poles & Stakes Per Set
7x7	\$10.40	\$12.15	\$2.85
7x9	12.35	14.35	3.25
9x9	14.35	16.35	3.65
9 1/2 x 12	16.75	18.75	3.95
12x14	22.50	24.50	4.35
12x18	27.75	29.75	4.75
14x16	29.50	31.50	5.15
14x20	35.65	37.65	5.55
16x18	40.25	42.25	5.95
16x20	44.35	46.35	6.35
16x24	50.50	52.50	6.75
16x30	61.10	63.10	7.15
A or Wedge—			
5x7	6.50	7.55	1.95
7x7	8.20	9.55	2.25
7x9	9.80	11.50	2.60

Flies—1/2 price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 3, 50c; 6 to 12, 75c.

THIMBLES—Flue—6 in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

Boilers, Coffee	80	.90
No.	40	1.05
Boilers, Coffee	400	1.85
017	650	2.10
018	674	2.00
019	675	2.30
027		
028		
029		
351 1/2		
352		
353		
354		
356		
Boilers, Wash		
8	8.25	
9	9.00	
028 A	2.75	
28 A	4.00	
29 A	4.25	
0128 B	4.00	
128 B	4.35	
129 B	4.50	
0228 B	4.40	
229 B	4.60	
Bowls, Wash		
06 1/4	.35	
07	.30	
08	.35	
6 1/4	.40	
7	.45	
8	.50	
Buckets, Covered		
11	.25	
11 1/2	.30	
12	.35	
13	.40	
14	.45	
Buckets, Dinner		
1	.90	
2	1.05	
8	1.40	
04	1.50	
Cans, Milk		
1	.45	
2	.55	
3	.75	
4	.90	
01	.45	
02	.55	
03	.75	
04	.90	
12	2.75	
14	3.25	
500	4.00	
502	4.50	
503	5.00	
505	5.50	
510	7.50	
Kettles, Tea		
01 1/2	.40	
02	.45	
027	.60	
028	.75	
029	.90	
047	2.00	
048	2.50	
049	2.75	
067	2.00	
068	2.60	
069	3.25	
Kettles, Lipped Preserving		
160	.35	
180	.40	
200	.50	
220	.60	
240	.70	
260	.85	
280	.95	
300	1.00	
320	1.25	

Ladles

010	.25	17	1.25
012	.30	21	1.50
11	.30	10—XXX Tin	1.25
29	.35	14	1.50
		17	1.65
		31	1.85
		17—XXXX Tin	1.90
		21	2.25
		30	3.00

Makers, Universal Bread and Oats

1	3.75	Pans, Milk	
4	3.75	300	10, Plain .10
8	4.50	300 1/2	10, Plain .10
44	3.35	301	10, Plain .15
		301 1/2	10, Plain .15
		302	10, Plain .15
		303	10, Plain .20
		304	10, Plain .20
		305	10, Plain .25
		306	10, Plain .25
		308	10, Plain .30
		2100	10, Plain .35
		2130	10, Plain .45
		800	10, Ret. .15
		300 1/2	10, Ret. .20
		301	10, Ret. .20
		301 1/2	10, Ret. .25
		302	10, Ret. .30
		303	10, Ret. .35
		304	10, Ret. .40
		305	10, Ret. .45
		306	10, Ret. .50
		308	10, Ret. .55
		2100	10, Ret. .65
		2130	10, Ret. .90
		504	10, Ret. .45
		505	10, Ret. .50
		506	10, Ret. .55
		508	10, Ret. .65
		510	10, Ret. .70
		512	10, Ret. .85

Measures

1	.30	Moulds, All Kinds	
2	.30	1 Melon	1.25
30	.15	2 Melon	1.50
33	.30	3 Pudding	1.40
34	.40	02	1.05
35	.50	3 Melon	1.65
36	.70	3 Pudding	1.60
132	.15	08	1.15
133	.30	4 Melon	1.90
134	.30	10	.30
135	.40	15	.40
136	.50	25	.45
		61	.45
		061	.45
		61 1/2	.50
		061 1/2	.50
		62	.55
		062	.50
		63	.65
		063	.60
		80	.35

Moulds, All Kinds

1	1.25	6	
2	1.50	8	
3	1.40	9	
02	1.05	12	
3	1.65		
3	1.60		
08	1.15		
08	1.90		
10	.30		
15	.40		
25	.45		
61	.45		
061	.45		
61 1/2	.50		
061 1/2	.50		
62	.55		
062	.50		
63	.65		
063	.60		
80	.35		

Pans, Muffin

6	.30	Pots, Coffee	
8	.25	1	.40
9	.45	1 1/2	.45
12	.60	2	.50
		3	.60
		4	.70
		6	1.00

Pails, Dairy

10	.75	Scoops	
12	.85	0	.20
14	.95	000	.30
40	.35	2	.50
50	.35	3	.60
60	.40	4	.70
80	.45	12	.25
100	.50	14	.30
104	1.25	20	.75
105	1.40	30	.85
120	.55	40	1.05
124	1.35	164	2.50
125	1.50	165	3.00
140	.65		
144	1.60		
145	1.75		
200	.45		
220	1.10		
240	1.25		
410	1.35		
412	1.50		
414	1.65		
512	2.15		
514	2.25		

Pans, Dish

8—IX Tin	.90	Sifters, Flour	
10	1.00	0	.45
14	1.10	1	.45
		4	.50
		5	.45
		10	.80
		50	.20
		100	.25

TONGS—Vulcan Chain—

31, \$3.50; 32, \$5.00; 33, \$7.00; 33 1/2, \$9.00; 34, \$11.00.

TORCHES—Alcohol, No. 28, \$8.50 each.

Gasoline, No. 14, \$5.00 each; 37, \$8.50; 38, \$9.00; 31, \$10; 32, \$10.50; 48, \$12.00; 61, \$ 9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.

Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood

(1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1 1/2 Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$2.35; 1 Oneida Jump, 30c; 1 1/2 Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1 1/2 Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 35c; Maccabee, 25c;

Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.10 each; Out-O-Sight, \$1.35.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Oage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small,

75c; Holdem, large, \$1.00.

RETAIL SELLING PRICES—Continued.

TROUGH—

Raves—	5 inch, per dos.....	.35
4 in.....	6 inch, per dos.....	.40
5 in.....	End Caps—	
6 in.....	4 in.....	.15
Mitres—	5 in.....	.20
4 in.....	6 in.....	.25
5 inch.....	End Pa. Comp.—	
6 in.....	4 in.....	.25
Hangers—Wire—	5 in.....	.30
4 inch, per dos.....	6 in.....	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.	
Diston, No. 10, 10½, \$1.75 each; 11, \$1.90 each; 11½, \$2.00 each; 12, \$2.25 each; 13, \$2.35 each; 14, \$2.65 each.	
Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.	

TURNS—Cupboard—Brass Plated—Small, 30c; large, 35c.

TWINE—Sacking—¼-lb. hank, 30c.

TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.;	
Flax—No. 18 B B, 50c lb.; 24 B B, 55c; 18 B O, 65c; 24 B O, 65c; 36 B O, 65c; 30 Sacking, 55c; 40 Sacking, 55c; 55 Sacking, 75c; 44 Sacking, 75c.	
Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c; 1018Bc, 60c; 1024 Bc, 60c; 1036 Bc, 60c.	

UNIVERSAL PLATES—Mild Steel Bars.

¾-inch and thicker and wider than 6-inch... 9.25 cwt.	
---	--

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—
1½" \$.75	¾" \$1.60
1" ..... .80	¾" 1.60
¾" ..... .85	¾" 1.65
½" 1.10	¾" 1.80
¾" 1.45	¾" 2.15
1" 2.00	1" 2.15
1½" 2.75	1½" 4.00
1¾" 3.85	1½" 5.50
2" 5.75	2" 7.75

VISES—Solid Box, Blacksmiths—

Each	Each
35-lb. \$16.00	60-lb. \$22.00
40-lb. 17.50	70-lb. 25.00
45-lb. 19.00	80-lb. 27.50
50-lb. 20.00	90-lb. 31.50
55-lb. 21.00	100-lb. 36.00

WAGONS—Express.

Steel—	No. 30	7.00
No. 04 \$1.50	No. 40 7.50	
No. 02 1.65	Wagners—	
No. 02 1.85	No. 18 6.50	
No. 0 2.25	No. 20 7.50	
No. 1 2.75	No. 24 8.50	
No. 2 3.00	Mars—Wells—	
No. 3 3.50	No. 10 5.75	
Coaster—Star.	No. 11 6.50	
No. 10 \$5.75	No. 12 7.00	
No. 20 6.50		

WASHERS—Cast Iron—Size ¾ to ¾, 12½c lb.; ¾ to 2, 12½c lb.; Angles, all sizes, 15c lb. Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 22c lb.

Wrought Steel—Size 3-16, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ¾, 20c lb.; 7-16, 30c lb.; ¾, 25c lb.; 9-16, 15c lb.; 1, 15c lb.; ¾, 15c lb.; ¾, 15c lb.; 1, 15c lb.	
---	--

WASTE—Cotton—No. 6 X White, 30c lb.; 1 White, 28c lb.; 3 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.

WATCHES—

Yankee \$1.35	Junior 2.75
Triumph 1.50	Midget 2.75
Eclipse 2.00	Radiolite 2.25

WAX—Floor, 60c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 55c. Hoosier N 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, 1b., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—¾, 7c lb.

WHEELBARROWS — Brick — No. 10 B, \$11.25 each; 20, \$11.25.

Garden—No. 3 V, \$9.50 each; 3 V, \$11.25; 21, \$6.25.	
Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75.	
Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$8.75; 27, \$11.75; K 29, \$14.25.	
Steel Tray and Frame—No. AX, \$11.25 each; 4, \$14.00; 5, \$15.50; 10, \$20.00.	

WINDOW GLASS—8B Grade—

Single Strength—	Double Strength.....
1st 3 Brackets.....70%	
Balance of Brackets.....70%	
Extras for putting in glass—	
1st 3 Brackets, light 50c	3d 8 Brackets, light \$1.00
2d 8 Brackets, light 75c	
Larger Lights	75c per hour, per man

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots.....	.08
Galvanized—Nos 6 to 16, 5 to 24-lb. lots.....	.10
Black, 1 to 5-lb.....	.10
Galv., 1 to 5-lb.....	.12
Barbed Fence—	
Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganite Galv., \$6.00; Am. Spal Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Colls, \$8.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.	

Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.

Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25

WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open. Smooth-Twisted—Two Strand, open.

WIRE CLOTH—Hardware—Black—

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
8	14	.....30c	6	18	.....80c
8	16	.....18c	6	20	.....22c
4	16	.....25c	8	24	.....15c
4	18	.....15c	10	25	.....12½c
Galvanized—					
Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
1	14	.....15c	4	28	.....10c
2	19	.....10c	6	25	.....12½c
8	21	.....10c	8	27	.....12½c

WOODENWARE—

Boards, Pastry	Each	No.	Each
16x22 inches .....	.85	15 inches .....	.75
18x24 inches	1.00	17 inches	1.75
20x27 inches	1.20	19 inches	2.00
		Pins, Rolling	
Bowls, Chopping		20 (1) .....	.40
11 inches .....	.30	30 (2) .....	.45
13 inches .....	.45	10 .....	.30

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American—No. 10, \$5.00 each; 10 M, \$4.75; 100, \$6.25; 110, \$5.25; 117 E, \$7.50; 180 E, \$7.00; \$1.80, \$6.75; 180 E, \$7.00; B 180 E, \$12.00; 190 E, \$8.00; 300, \$7.25; 301, \$7.75; 302, \$8.50; 360 E, \$8.75; 361 E, \$10.00; 370 E, \$7.50; 390 E, \$7.50; 570 E, \$8.00; 571 E, \$9.00; 590 E, \$8.50; 591 E, \$9.00.

Mop—Eagle, No. 10, \$3.25 each; 14, \$4.00; 22, \$4.50. White—No. 2, \$2.25 each; 3, \$3.00; 1, \$3.50; 0, \$4.25; 8, Steel, \$4.00.

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 85% to List.

WRENCHES—Agricultural— No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.85; 15, \$1.75.

Alligator—No. 0, 30c each; 1, 25c; 2, 60c; 3, \$1.45; 12, 30c; 13, 50c.

Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75. Coe—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.80; Knife (10), \$3.00; Knife (12), \$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (8), \$1.60; Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50.

Crescent—No. 188 (4), \$1.85 each; 188 (6), 95c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$1.85; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$3.35.

Parts add 30%.

Hawkeye—No. 200, 60c each.

WRENCHES—

P. S. & W. Stronghold			
	Each		Each
25 6	\$1.25	25 15	\$3.35
25 8	1.50	25 18	4.55
25 10	1.90	25 21	5.25
25 12	2.65		

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

Retail Selling Prices are Revised up to Time of Going to Press

INDEX TO ADVERTISERS

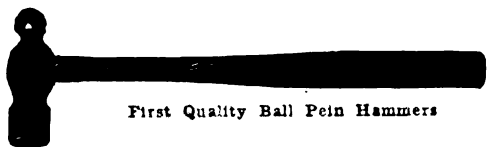
A		G		P	
Abingdon Trap Co.	36	Gem Reel Winder Company	130	Portland Cordage Co.	34
Adjustable Sales Corporation	98	Geneva Cutlery Company	15	Precision Machine & Tool Co.	126
Aluminum Goods Mfg Co.	65	Giant Powder Co.	23	Progressive Mfg. Co.	42
Allegretti Mfg. Company.	40	J. E. Gilson Co.	43	Protex Mfg. Company.	117
American Bolt & Screw Case Co.	149	Goodell-Pratt Co.	14	Full Easy Mfg. Co.	41
American Chain Co.	113	Goodyear Rubber Co.	34	R	
American Ever-Ready Company	119	Goulds Mfg. Company	25	Reed & Prince Mfg. Co.	42
American Grinder Mfg. Co.	17	Greenfield Tap & Die Corporation	139	Bemington Arms U. M. C. Co.	21
American Forks & Hoe Company	5	H		Beverly Rubber Co.	89
American Pad & Textile Company	24	J. H. Haney & Co.	117	Rhode Island Fittings Co.	141
American Saw & Mfg. Company	43	Hays Mfg. Co.	137	Richards-Wilcox Mfg. Co.	37
American Steel & Wire Co.	18	Heas-Snyder Mfg. Co.	56	Ringen Stove Co.	49
American Wire Fabrics Company	132	A. M. Holter Hdw. Co.	50	Romort Mfg. Co.	121
Armstrong Mfg. Co.	145	Honeyman Hardware Co.	51	Wm. Rose & Bros.	43
Atkins, E. C. & Co.	7	W. H. Howell Company	121	H. Roth & Sons.	46
Atlas Auto Supply Company	126	Hunt, Helm, Ferris & Company	12	R. D. Rowell & Son	37
Atlas Mfg. Co., The	56	Hyfield Mfg. Co.	40	Royal Mfg. Co.	115
Atlas Tack Company	11	I		Myer S. Rubens, Stove & Furnace Re-	
Automatic Electric Washer Co.	99	International Sales Co.	127	pair Works	150
Automatic Lawn Sprinkler Co.	68	International Silver Co.	64	A. C. Rulofson Co.	28-35
A. B. Avis.	67	Ivory Handle Co.	40	Russell & Erwin Mfg. Co.	13
B		Iwan Bros.	75	Rutenber Electric Co.	57
Baker, Hamilton & Pacific Co.	54	J		S	
Baldwin Refrigerator Co.	72	Johns-Manville Co.	102-103	Safety Door Hanger Co.	33
Bartlett Mfg. Co.	45	K		Salt Lake Hardware Co.	50
The Bassick Company	131	M. L. Kline	137	Samson Cordage Works	38
Beaton & Cadwell Mfg. Co.	66	L		J. Sands & Sons.	127
Beaton & Corbin Mfg. Co.	145	Lalanc & Grosjean Mfg. Co.	53	Sargent & Company	19
Berns, Otto	143	Lane Mfg. Company	143	Wm. B. Scaife & Sons	143
Berger Bros Co.	32	Will B. Lane	123	Schaw-Batchelor Co.	46
Billings & Spencer Company	9	Landers, Frary & Clark	73	Schluster Mfg. Co.	53
Bommer Bros.	39	Lane Bros. Co.	45	E. F. Sedgley	Cover
Boston Brass Co.	145	Lansing Company	44	Shelby Spring Hinge Co.	24
Boston Varnish Co.	76	Lawson Mfg. Co.	43	Simmons Hardware Co.	10
Brainerd Mfg. Co.	45	Lee Broom & Duster Co.	56	Simonds Mfg. Co.	27
Brier Hill Steel Co.	26	Leslie E. Moore, Inc.	126	Smith Mfg. Co., F. H.	32
Bridgeport Hdw. Mfg. Corp	44	Lindemann, O. & Co.	62	Specialty Mfg. Co.	51
Buckeye Aluminum Co.	61	Lufkin Rule Co.	35	Spokane Stove & Furnace Repair	148
Buffalo Forge Company	28	M		Works	
Buffalo Sled Co.	33	Machine Appliance Corporation	121	Standard Electric Tool	133
Buffum Tool Co.	Cover	Maine Mfg. Co.	62	Stanley Rule and Level Co.	31
Burke Mfg. Company	45	Mangrum & Otter	47	Stanley Works	Cover
C		Manhattan Electrical Supply	123	Star Expansion Bolt Company	41
California Paint Co.	129	McKinney Mfg. Co.	4	Star Heel Plate Co.	74
Philip Carey Co.	39	McCaffrey File Co.	44	Starrett, L. S. & Co.	77
Central Stamping Company	71	Meriden Britannia Co.	64	Staybestos Mfg. Co.	111
Century Plainfield Tire Co.	101	Meyers Mfg. Co., Fred J.	56	Edwin B. Stimpson Co.	37
Chicago Flexible Shaft Co.	33	Monarch Refrigerator Company	58	Stevens-Paterson Hardware Co.	51
Chicago Spring Butt Company	38	Montauk Paint Mfg. Co.	128	Superior Spring Hinge Co.	36
O. J. Childs Co.	45	Motor Car Supply Co.	123	Swan & Finch Co.	107
Champion Blower & Forge Co.	36	Motor Mercantile Company	125	Jaa. Swan Co.	86
John Chatillon & Sons	56	Mound Tool Co.	119	T	
C. F. Church Mfg. Co.	137	N		Thomson-Diggs Co.	52
George M. Clark & Co.	63	R. N. Nason Co.	128	Thompson Mfg. Co.	50
Clayton & Lambert	143-145	National Carbon Co.	119	Thomas Savill's Sons	143
Cleveland Stone Company	127	National Cash Register Co.	69	Thermoid Rubber Co.	97
Coleman Lamp Co.	66	New Haven Clock Co.	62	Trimont Mfg. Company	147
Colt's Patent Firearms Co.	41	O. S. Norcross & Sons	42	Triner Scale Mfg. Co.	57
Columbian Rope Co.	16	New York Stamoline Co.	59	Tucker Duck & Rubber Company	40
Columbian Hardware Company	39	Nicholson File Company	6	Tungsten Mfg. Company	109
Connors, Wm., Paint Mfg. Co.	56	North Bros. Mfg. Co.	57	Turner Brass Works	149
Converse Rubber Shoe Co.	Cover	Nye Tool & Machine Works	149	U	
H. C. Cook Co.	47	O		U. S. Steel Products Co.	18
P. & F. Corbin	8	Oakley Paint Company	128	United Royalties Corp.	63
Corbin Screw Corporation	111	The James Ohlen & Sons Saw Mfg. Co.	41	U. S. Tire Co.	99
Covert Mfg. Company	44	Ontario Knife Co.	52	V	
Crescent Tool Co.	151	P		Vaughan & Bushnell	42
Curtis Pneumatic Machinery Co.	119	Pacific Hardware & Steel Co.	68	W	
D		Pacific Pump & Supply Co.	46	Wagner Mfg. Co.	35
Delta File Works	31	Pacific Sanitary Mfg. Co.	141	Weed Chain Tire Grip Co.	113
Dexter Company	3	Packham Crimper Co.	47	Walden-Worcester Co.	125
Henry Dixon & Sons	29	Pearce Mfg. Co.	125	Wheeling Corrugating Co.	28
Joseph Dixon Crucible Co.	32	Pennsylvania Lawn Mower Co.	30	Whitman & Barnes	29
Duluth Show Case Co.	45	Peters Cartridge Co.	49	Whitaker-Glessner Co.	28
Dunham, Carrigan & Hayden Co.	48	Philadelphia Lawn Mower Company	22	J. H. Williams & Co.	27
E		Phoenix Horse Shoe Co.	20	Wills Sprinkler Co.	51
Eclipse Mfg. Co.	119	Pioneer Paper Co.	47	Witt Cornice Company	55
Elastic Tip Co.	70	Pittsburg Steel Co.	35	Wooster Brush Company	130
Enterprise Mfg. Co.	61	Porter, H. K.	32	Wrought Washer Mfg. Co.	38
Eyelet Tool Company	127	Q		X	
F		Quaker Paint Company	128	"X" Laboratories Company	105
Faultless Caster Company	60	The James Ohlen & Sons Saw Mfg. Co.	41	Y	
Foss & Jones	134	Ontario Knife Co.	52	Z	
Freiden Mfg. Company	46	R		AA	
G		Pacific Hardware & Steel Co.	68	BB	
Gem Reel Winder Company	130	Pacific Pump & Supply Co.	46	CC	
Geneva Cutlery Company	15	Pacific Sanitary Mfg. Co.	141	DD	
Giant Powder Co.	23	Packham Crimper Co.	47	EE	
J. E. Gilson Co.	43	Pearce Mfg. Co.	125	FF	
Goodell-Pratt Co.	14	Pennsylvania Lawn Mower Co.	30	GG	
Goodyear Rubber Co.	34	Peters Cartridge Co.	49	HH	
Goulds Mfg. Company	25	Philadelphia Lawn Mower Company	22	II	
Greenfield Tap & Die Corporation	139	Phoenix Horse Shoe Co.	20	JJ	
H		Pioneer Paper Co.	47	KK	
J. H. Haney & Co.	117	Pittsburg Steel Co.	35	LL	
Hays Mfg. Co.	137	Porter, H. K.	32	MM	
Heas-Snyder Mfg. Co.	56	Quaker Paint Company	128	NN	
A. M. Holter Hdw. Co.	50	The James Ohlen & Sons Saw Mfg. Co.	41	OO	
Honeyman Hardware Co.	51	Ontario Knife Co.	52	PP	
W. H. Howell Company	121	S		QQ	
Hunt, Helm, Ferris & Company	12	Safety Door Hanger Co.	33	RR	
Hyfield Mfg. Co.	40	Salt Lake Hardware Co.	50	SS	
I		Samson Cordage Works	38	TT	
International Sales Co.	127	J. Sands & Sons	127	UU	
International Silver Co.	64	Sargent & Company	19	VV	
Ivory Handle Co.	40	Wm. B. Scaife & Sons	143	WW	
Iwan Bros.	75	Schaw-Batchelor Co.	46	XX	
J		Schluster Mfg. Co.	53	YY	
Johns-Manville Co.	102-103	E. F. Sedgley	Cover	ZZ	
K		Shelby Spring Hinge Co.	24	AAA	
M. L. Kline	137	Simmons Hardware Co.	10	BBB	
L		Simonds Mfg. Co.	27	CCC	
Lalanc & Grosjean Mfg. Co.	53	Smith Mfg. Co., F. H.	32	DDD	
Lane Mfg. Company	143	Specialty Mfg. Co.	51	EEE	
Will B. Lane	123	Spokane Stove & Furnace Repair	148	FFF	
Landers, Frary & Clark	73	Works		GGG	
Lane Bros. Co.	45	Standard Electric Tool	133	HHH	
Lansing Company	44	Stanley Rule and Level Co.	31	III	
Lawson Mfg. Co.	43	Stanley Works	Cover	JJJ	
Lee Broom & Duster Co.	56	Star Expansion Bolt Company	41	KKK	
Leslie E. Moore, Inc.	126	Star Heel Plate Co.	74	LLL	
Lindemann, O. & Co.	62	Starrett, L. S. & Co.	77	MMM	
Lufkin Rule Co.	35	Staybestos Mfg. Co.	111	NNN	
M		Edwin B. Stimpson Co.	37	OOO	
Machine Appliance Corporation	121	Stevens-Paterson Hardware Co.	51	PPP	
Maine Mfg. Co.	62	Superior Spring Hinge Co.	36	QQQ	
Mangrum & Otter	47	Swan & Finch Co.	107	RRR	
Manhattan Electrical Supply	123	Jaa. Swan Co.	86	SSS	
McKinney Mfg. Co.	4	T		TTT	
McCaffrey File Co.	44	Thomson-Diggs Co.	52	UUU	
Meriden Britannia Co.	64	Thompson Mfg. Co.	50	VVV	
Meyers Mfg. Co., Fred J.	56	Thomas Savill's Sons	143	WWW	
Monarch Refrigerator Company	58	Thermoid Rubber Co.	97	XXX	
Montauk Paint Mfg. Co.	128	Trimont Mfg. Company	147	YYY	
Motor Car Supply Co.	123	Triner Scale Mfg. Co.	57	ZZZ	
Motor Mercantile Company	125	Tucker Duck & Rubber Company	40	AAA	
Mound Tool Co.	119	Tungsten Mfg. Company	109	BBB	
N		Turner Brass Works	149	CCC	
R. N. Nason Co.	128	U		DDD	
National Carbon Co.	119	U. S. Steel Products Co.	18	EEE	
National Cash Register Co.	69	United Royalties Corp.	63	FFF	
New Haven Clock Co.	62	U. S. Tire Co.	99	GGG	
O. S. Norcross & Sons	42	V		HHH	
New York Stamoline Co.	59	Vaughan & Bushnell	42	III	
Nicholson File Company	6	W		JJJ	
North Bros. Mfg. Co.	57	Wagner Mfg. Co.	35	KKK	
Nye Tool & Machine Works	149	Weed Chain Tire Grip Co.	113	LLL	
O		Walden-Worcester Co.	125	MMM	
Oakley Paint Company	128	Wheeling Corrugating Co.	28	NNN	
The James Ohlen & Sons Saw Mfg. Co.	41	Whitman & Barnes	29	OOO	
Ontario Knife Co.	52	Whitaker-Glessner Co.	28	PPP	
P		J. H. Williams & Co.	27	QQQ	
Pacific Hardware & Steel Co.	68	Wills Sprinkler Co.	51	RRR	
Pacific Pump & Supply Co.	46	Witt Cornice Company	55	SSS	
Pacific Sanitary Mfg. Co.	141	Wooster Brush Company	130	TTT	
Packham Crimper Co.	47	Wrought Washer Mfg. Co.	38	UUU	
Pearce Mfg. Co.	125	X		VVV	
Pennsylvania Lawn Mower Co.	30	"X" Laboratories Company	105	WWW	
Peters Cartridge Co.	49	Y		XXX	
Philadelphia Lawn Mower Company	22	Z		YYY	
Phoenix Horse Shoe Co.	20	AA		ZZZ	
Pioneer Paper Co.	47	BB		AAA	
Pittsburg Steel Co.	35	CC		BBB	
Porter, H. K.	32	DD		CCC	
Quaker Paint Company	128	EE		DDD	
The James Ohlen & Sons Saw Mfg. Co.	41	FF		EEE	
Ontario Knife Co.	52	GG		FFF	
Q		HH		GGG	
Quaker Paint Company	128	II		HHH	
The James Ohlen & Sons Saw Mfg. Co.	41	JJ		III	
Ontario Knife Co.	52	KK		JJJ	
R		LL		KKK	
Pacific Hardware & Steel Co.	68	MM		LLL	
Pacific Pump & Supply Co.	46	NN		LLL	
Pacific Sanitary Mfg. Co.	141	OO		MMM	
Packham Crimper Co.	47	PP		NNN	
Pearce Mfg. Co.	125	QQ		OOO	
Pennsylvania Lawn Mower Co.	30	RR		PPP	
Peters Cartridge Co.	49	SS		QQQ	
Philadelphia Lawn Mower Company	22	TT		RRR	
Phoenix Horse Shoe Co.	20	UU		SSS	
Pioneer Paper Co.	47	VV		TTT	
Pittsburg Steel Co.	35	WW		UUU	
Porter, H. K.	32	XX		VVV	
Quaker Paint Company	128	YY		WWW	
The James Ohlen & Sons Saw Mfg. Co.	41	ZZ		XXX	
Ontario Knife Co.	52	AA		YYY	
S		BB		ZZZ	
Safety Door Hanger Co.	33	CC		AAA	
Salt Lake Hardware Co.	50	DD		BBB	
Samson Cordage Works	38	EE		CCC	
J. Sands & Sons	127	FF		DDD	
Sargent & Company	19	GG		EEE	
Wm. B. Scaife & Sons	143	HH		FFF	
Schaw-Batchelor Co.	46	II		GGG	
Schluster Mfg. Co.	53	JJ		HHH	
E. F. Sedgley	Cover	KK		III	
Shelby Spring Hinge Co.	24	LL		JJJ	
Simmons Hardware Co.	10	MM		KKK	
Simonds Mfg. Co.	27	NN		LLL	
Smith Mfg. Co., F. H.	32	OO		MMM	
Specialty Mfg. Co.	51	PP		NNN	
Spokane Stove & Furnace Repair	148	QQ		OOO	
Works		RR		PPP	
Standard Electric Tool	133	SS		QQQ	
Stanley Rule and Level Co.	31	TT		RRR	
Stanley Works	Cover	UU		SSS	
Star Expansion Bolt Company	41	VV		TTT	
Star Heel Plate Co.	74	WW		UUU	
Starrett, L. S. & Co.	77	XX		VVV	
Staybestos Mfg. Co.	111	YY		WWW	
Edwin B. Stimpson Co.	37	ZZ		XXX	
Stevens-Paterson Hardware Co.	51	AA		YYY	
Superior Spring Hinge Co.	36	BB		ZZZ	
Swan & Finch Co.	107	CC		AAA	
Jaa. Swan Co.	86	DD		BBB	
T		EE		CCC	
Thomson-Diggs Co.	52	FF		DDD	
Thompson Mfg. Co.	50	GG		EEE	
Thomas Savill's Sons	143	HH		FFF	
Thermoid Rubber Co.	97	II		GGG	
Trimont Mfg. Company	147	JJ		HHH	
Triner Scale Mfg. Co.	57	KK		III	
Tucker Duck & Rubber Company	40	LL		JJJ	
Tungsten Mfg. Company	109	MM		KKK	
Turner Brass Works	149	NN		LLL	
U		OO		MMM	
U. S. Steel Products Co.	18	PP		NNN	
United Royalties Corp.	63	QQ		OOO	
U. S. Tire Co.	99	RR		PPP	
V		SS		QQQ	
Vaughan & Bushnell	42	TT		RRR	
W		UU		SSS	
Wagner Mfg. Co.	35	VV		TTT	
Weed Chain Tire Grip Co.	113	WW		UUU	
Walden-Worcester Co.	125	XX		V	

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN"

"Swastika" Trade Mark Registered U. S. Patent Office



First Quality Ball Pein Hammers



Cold Chisel
"Special" and Reliable Grades



Hollow Punch



Tinners' and Farmers' Rivet Sets



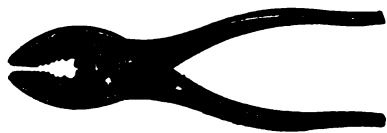
Drop Forged Carpenter's Pincers



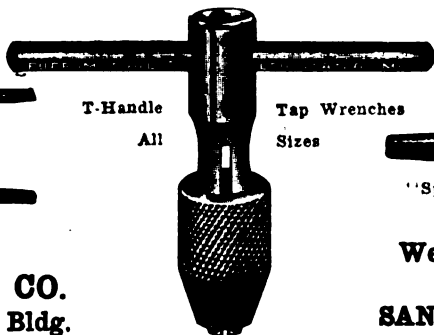
Star Drill



Arch Punch



Combination Pliers
"Special" Quality Forged Steel

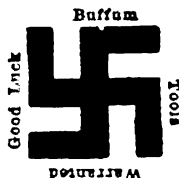


T-Handle
All
Sizes

Tap Wrenches
All
Sizes



All Steel Monkey Wrench



Buffum

Good Luck

Warranted



"Special" Machinist's Auto Punch
Polished and Blued



"Reliable" Sickle or Pin Punch



"Special" Knurled Sickle or Pin Punch
Blued



"Reliable" Hand Punch



"Reliable" Prick Punch



"Special" Knurled Prick Punch, Blued



"Reliable" Octagon Center Punch



"Special" Knurled Center Punch, Blued



"Reliable" Octagon Nail Set



"Special" Knurled Nail Set, Blued



"Special" Knurled Belt Punch, Blued

C. W. GAUSE CO.
Room 605 Williams Bldg.

Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.



CONVERSE TIRES

GOOD AS WHEAT

6000 MILES WARRANT

EXCLUSIVE DISTRIBUTORS

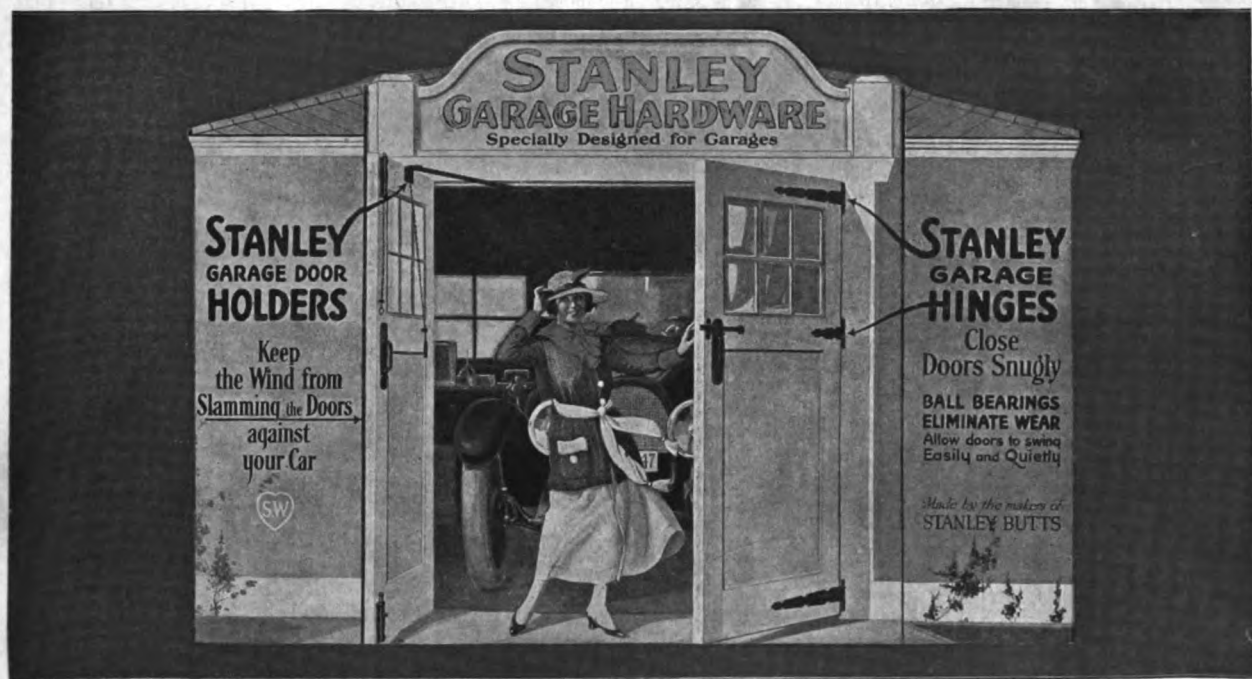
C. M. McCLUNG & CO.	Knoxville, Tenn.	STRATTON-WARREN HDWE CO.	Memphis, Tenn.
NASH HARDWARE CO.	Fort Worth, Texas	WM. STOOKHOFF	Louisville, Ky.
F. P. MAY HARDWARE CO.	Washington, D. C.	STAUFFER, ESHLEMAN & CO.	New Orleans, La.
McGOWIN-LYONS HDWE & SUPPLY CO.,	Mobile, Ala.		

Made by CONVERSE RUBBER SHOE CO., Malden, Mass.

618 W. Jackson Blvd., Chicago, Ill. — Service Branches — 142 Duane Street, New York

Hardware - PLUMBING AND HEATING - World

MARCH 1919



SEND FOR THIS HANDSOME 9-COLOR "CUT-OUT"

It has proved a live salesman for every dealer who put it in his window along with a selection of Stanley Garage Hardware. Beautifully lithographed, it's an eye-catcher wherever displayed. Durable, as well as handsome, made of heavy cardboard, easily and quickly adjusted, it looks like the real thing when set up. Size "over all" 50 inches long by 36 inches high.

This display will be sent by express prepaid to dealers on request. If you haven't the items shown on the display, order a stock, when requesting Cut-Out, to take care of the demand the display will create.

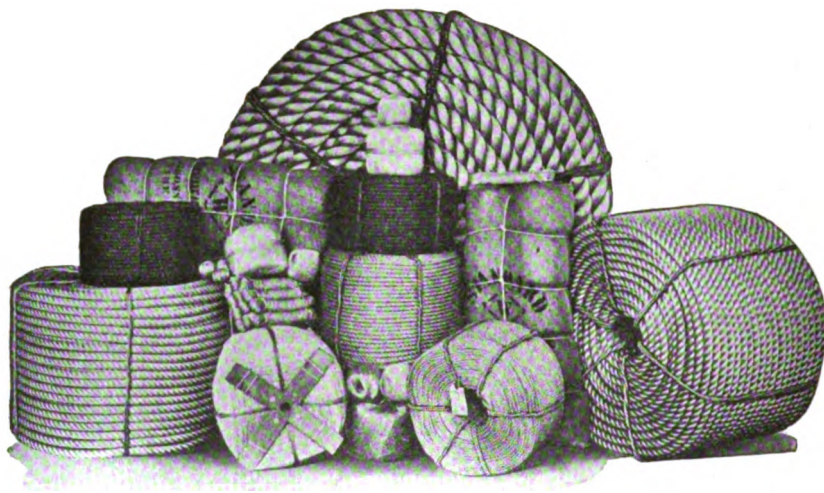
The Stanley Works, New Britain, Conn, U. S. A.

NEW YORK, 100 Lafayette Street

CHICAGO, 73 East Lake Street

Digitized by Google

WHITLOCK CORDAGE



“The Utmost in Rope Value”

We Manufacture a Complete Line of Manila and
Sisal Cordage Products of Unsurpassed Quality

MANILA

ROPE—for all general and special purposes—ROPE

Transmission Ropes
Drilling Cables
Towing Hawsers
Hay Carrier Rope
Hoisting Rope
Lariat Rope
Yacht Rope, etc.



SISAL

Lath Yarn, Tarred
—and UnTarred
Hide Rope
Papermaker's Twine
Binder Twine
Rope Yarn
Clothes Lines
Baling Rope, etc.

HEMP ROPE—Tarred Marline, Ratline, Lanyards, Etc.

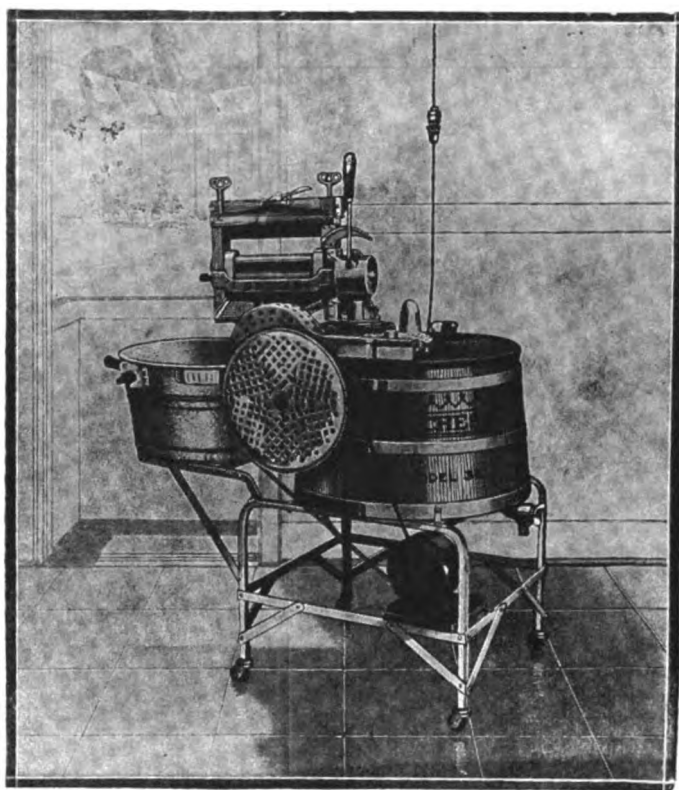
Write for Catalog and other interesting printed matter

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office: 1309 Chamber of Commerce

KANSAS CITY BRANCH: 339 Railway Exchange Bldg.



DEXTER "DUCHESS"

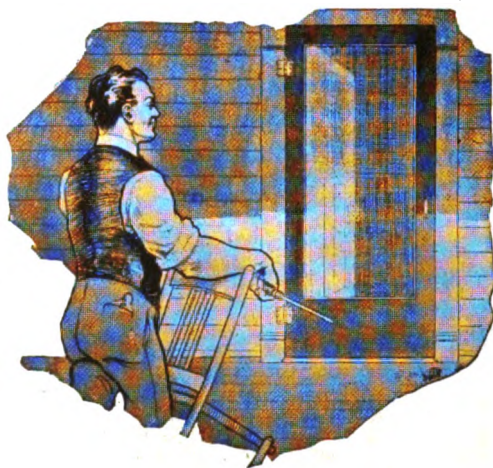
For Gasoline Engine or Electric Motor

This compact and efficient home laundry machine was designed to lift the heavy burden of wash day from the shoulders of the busy housewife—and it does it. Dexter "Duchess" makes soiled clothes spotlessly clean in short order without injury to the finest fabric—without muss or fuss about the house and without work on the part of the operator.

The Dexter "Duchess" has a selected cypress tub of standard capacity mounted on a channel steel bench with a folding steel shelf for the rinse tub. It has an improved swinging wringer with patented safety release and quick action, reversible gearing. All moving parts operate under metal shields—note the smooth and attractive design in the illustration above.

Every Dexter Washer in use becomes an active booster to increase the demand for Dexter Machines. Domestic help was never so scarce, and this is certainly the accepted time for you to "cash in" on the heavy demands for labor-saving household machinery. The Dexter line offers remarkable profit possibilities—write today for the new Dexter catalog and details of our exclusive agency proposition.

THE DEXTER CO. - - FAIRFIELD, IOWA
Warehouses at Toledo, Peoria and Albany



McKINNEY SETS

for screen doors

EVERYTHING your customer needs to hang a screen door packed in a strong, neatly labeled box! Really, the handy man finds it a pleasure to hang screen doors with McKinney Screen Door Sets, and besides he is always assured of a good-looking, easy operating door—not one that will detract from the important details of the entrance, but one that will reflect the refinement of his home.

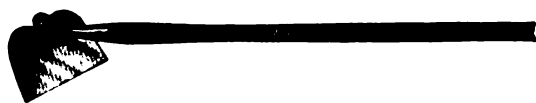
Owing to the ever-increasing demand for these durable and convenient sets and by reason of trade conditions generally at this time we advise you to not lose a minute in sending in your order for McKinney Sets for screen doors—No. 2751 and No. 2749.

"Everything for the Screen Door"

is the title of a little folder which we have prepared to help hardware dealers sell more and better screen door hardware. Send for a copy and then tell us how many you could reasonably use for distribution this Spring.

McKINNEY MANUFACTURING
Pittsburgh **COMPANY** *Pennsylvania*

For 50 years makers of good hinges and hardware



The Union Fork & Hoe Co.

**Manufacturers of a Complete Line of
High Grade**

Forks, Hoes, Rakes and Hooks

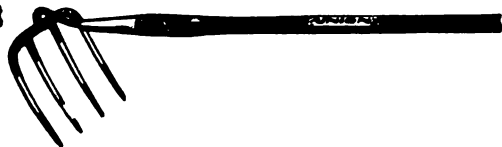
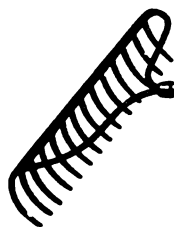


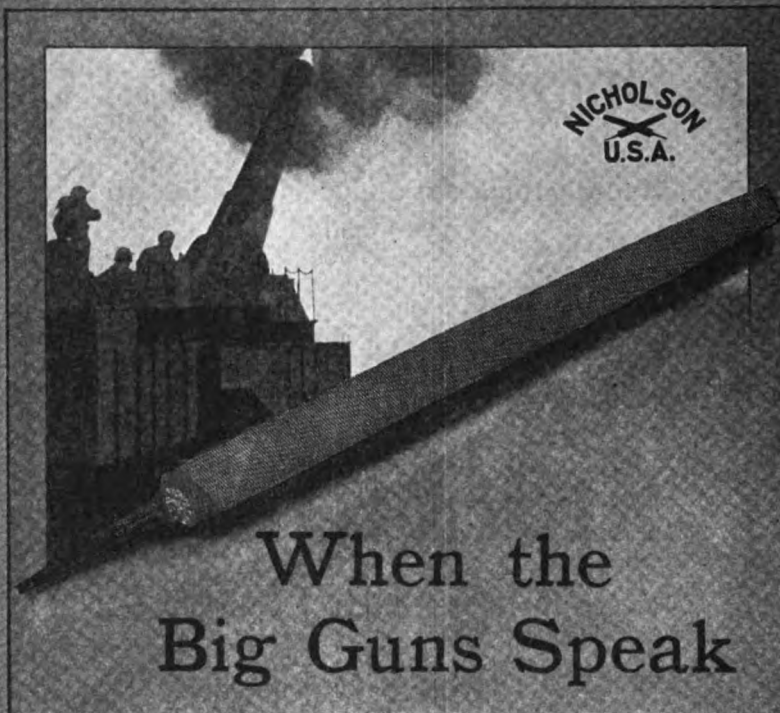
**General Offices
COLUMBUS, OHIO**

**Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO**



“They’re Just Right — Strong But Light”





As on November 11, they burst into a last great Salute to Victory, they spoke of PEACE to a war-worn world.

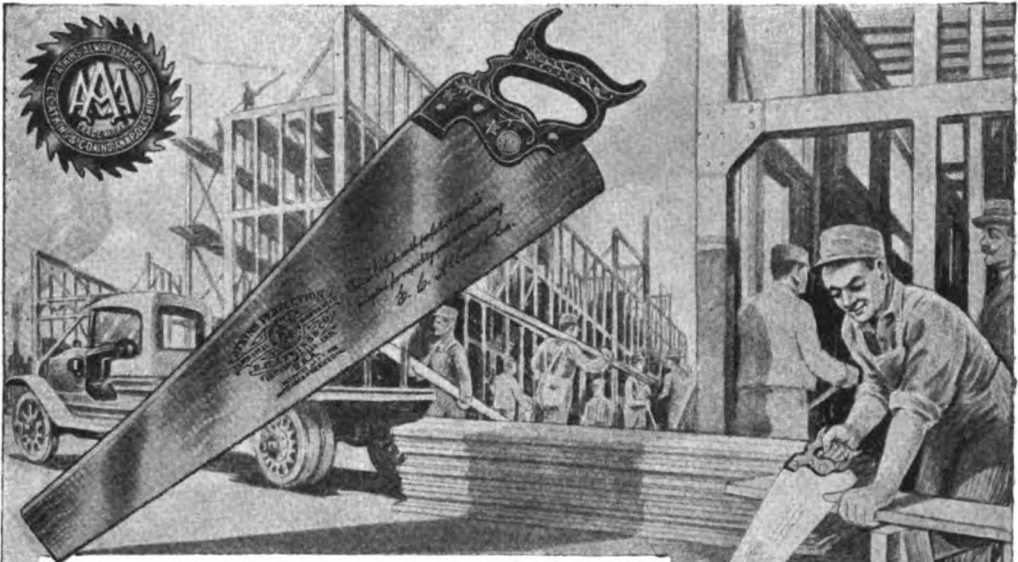
Nicholson Files

contributed greatly to our waging of aggressive American warfare. Necessary in war, they are as necessary in peace—the World's Smoothest Cutting Files—a File for every purpose.

Write for File Philosophy—a fifty-years' education in Files and Filing in an hour's reading.

NICHOLSON FILE COMPANY

Providence, Rhode Island, U. S. A.



Atkins ^{Silver Steel} Saws

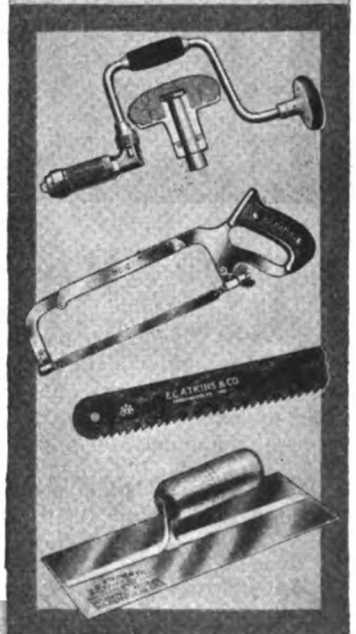
Are a joy to sell and a pleasure to use. They are made from the famous "Silver Steel" formulas—the development of *three hundred years of experience* of the Atkins family—the steel that adds years of service to any Saw or Tool bearing our "AAA" trade mark.

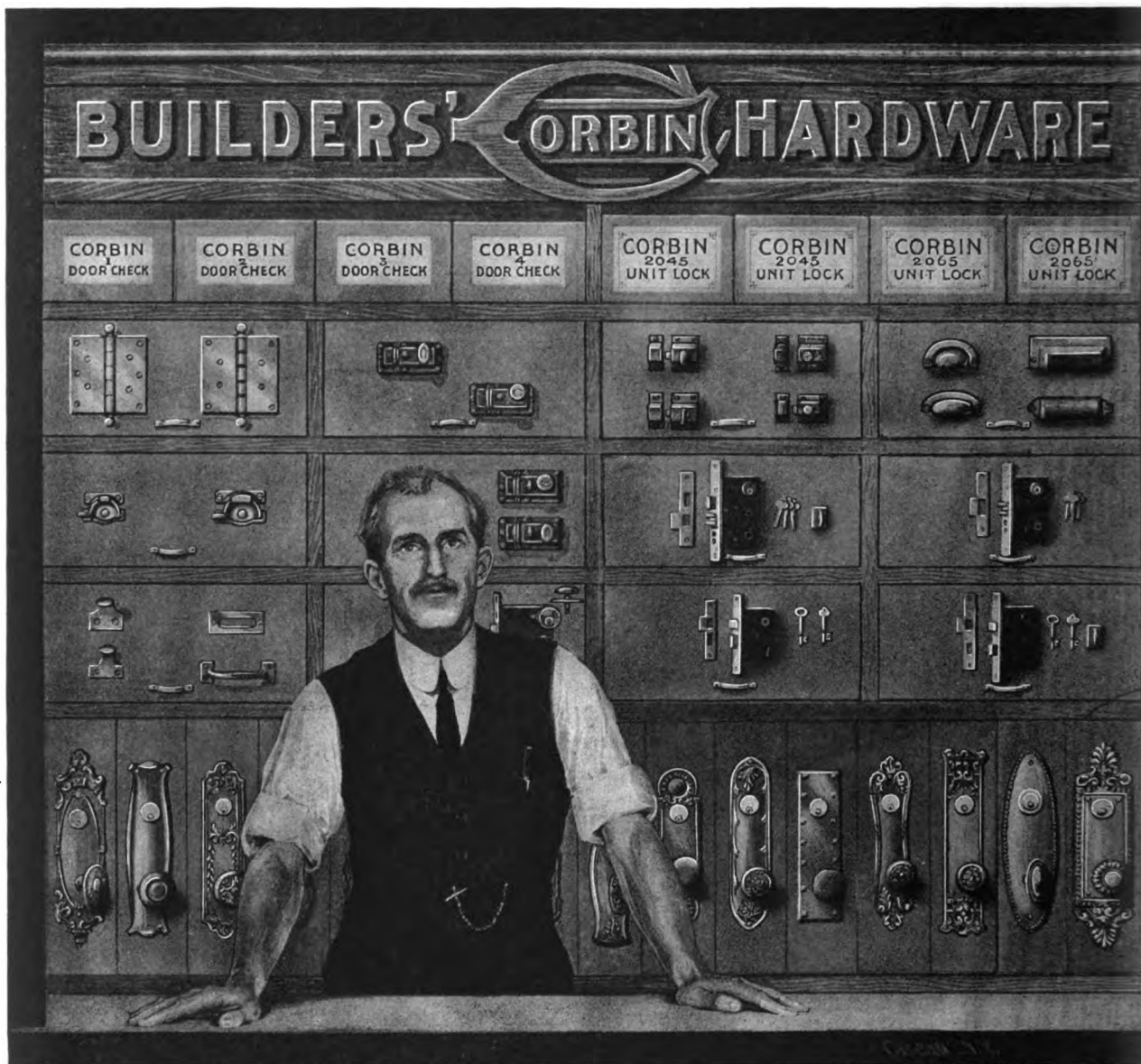
The Over Seas forest regiments of the United States Government were nearly 100% Atkins equipped. This means that Atkins Saws were relied upon almost exclusively in America's fight for liberty.

Mr. Hardware Dealer: *Ask for our Free Advertising Service Book, and learn why "Every Atkins Saw sold sells another."*

Address Advertising Dept.

E. C. Atkins & Co., Inc.
"The Silver Steel Saw People"
 Indianapolis, Indiana, U. S. A.





Ready for Business

The hardware dealer who has Corbin builders' hardware behind him is ready to take any orders in sight. He can offer a choice of 123 designs in 19 school and 54 finishes; an assortment that will enable him to trim any building from top to bottom; a large number of patented specialties not to be obtained elsewhere, and a uniformly high quality that ensures satisfaction.

THE CORBIN ORGANIZATION, with its immense factories, its trained forces in every department and its 61 years of experience, stands behind the goods.

P. & F. CORBIN

American Hardware Corporation, Successors

NEW BRITAIN, CONN.

CHICAGO

NEW YORK

PHILADELPHIA

“Give Me Triangle B”

MANY a customer is coming into your store to say just this. He knows Triangle B—knows it through the national advertising of Billings & Spencer—and knows it better yet because he is using Triangle B tools on his car—in his home—in his factory—and he knows that that mark means “Rely on me. I shall not fail.”

Billings & Spencer have put over half a century of honest dealing behind the Triangle B trade mark!

You men of the hardware trade know honest goods. You know that when you sell a man a Triangle B tool he is coming back for more of the same kind.

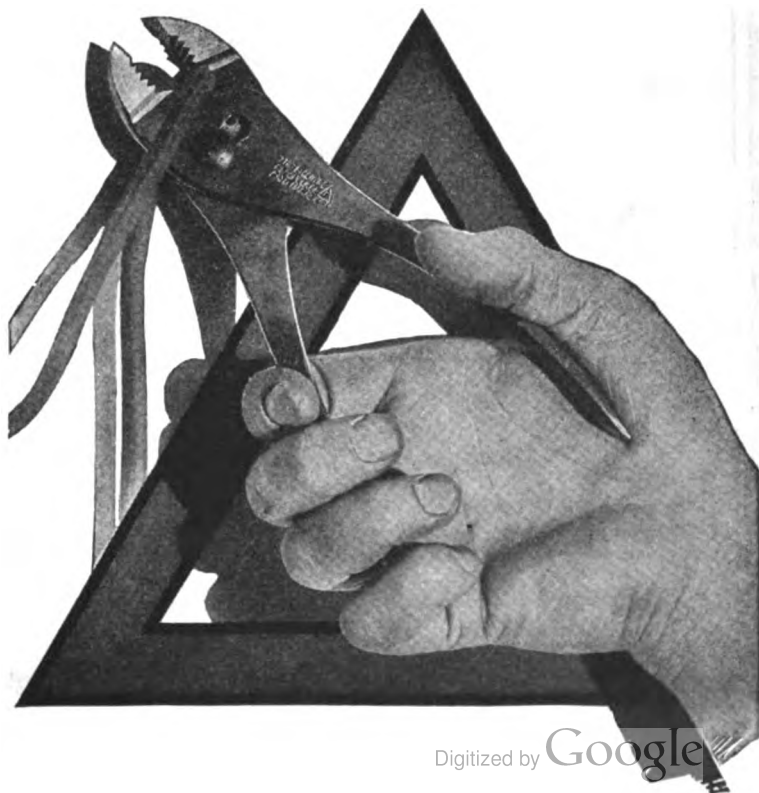
Keep stocked up on the line that gives satisfaction.

Billings & Spencer tools back up **your** reputation with solid quality.

**THE BILLINGS
& SPENCER CO. 
HARTFORD, CONN. U.S.A.**



The mark
that says
“Rely on me”



GODELL PRATT

1500 GOOD TOOLS

AUTOMATIC SCREWDRIVERS

Famous for
POWER *and* STRENGTH

**Screwdrivers
that
Drive Screws**

No. 111



**Our Advertising
Makes Selling Easy
The Time Saved
Means More Profits**

Send for Tool Book No. 13

GOODELL-PRATT COMPANY, Greenfield, Mass., U. S. A.

Toolsmiths

Quality First



THE world-wide business and high reputation of the Atlas Tack Company is due, first of all, to quality: "The greatest quantity of quality at the price."

The occasional buyer of a small package of carpet tacks will not return them or make a row with the dealer when he finds a large percentage of imperfect tacks, slivers and dirt in the package. It is not worth his while; but it helps to form his opinion of the dealer's intelligence or honesty, and there may be another store in town worth trying for both on more important purchases.

When upholsterers, trimmers, shoe and other kinds of tacks and nails which are in constant use by the purchaser are sold, do not forget that it means the saving of time, money and annoyance to him if the **count, weight and make** are all that they should be; and if they are not, that he will take the earliest opportunity to buy where he can get these qualities when he knows they are obtainable.

Every product of ours is guaranteed to be of the Highest quality, and is subject to return at our expense if otherwise.

Twenty thousand styles, sizes and finishes at prices comparable with those of any manufacturer whose work approaches ours in quality.

Some jobbers may not like to sell ours, for reasons which do not benefit the retailer, but they will if you insist. The majority of them do.

Atlas Tack Company

Fairhaven, Massachusetts

COLUMBIAN MANILA ROPE



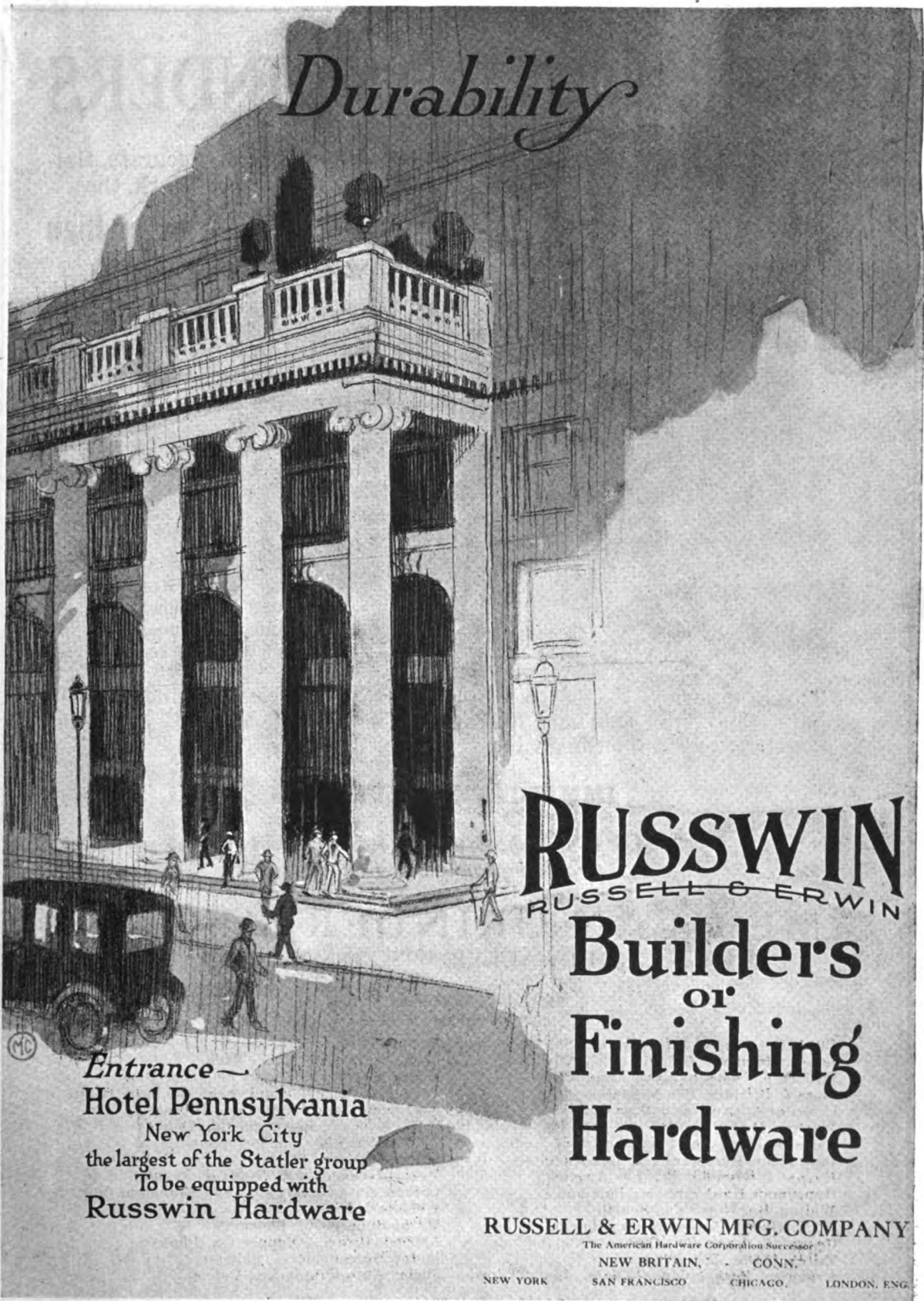
"A CONNOISSEUR OF ROPE"

COLUMBIAN ROPE COMPANY

"The Cordage City"

AUBURN

N.Y.



Durability

RUSSWIN
 RUSSELL & ERWIN

**Builders
 or
 Finishing
 Hardware**

Entrance—
Hotel Pennsylvania
 New York City
 the largest of the Statler group
 To be equipped with
Russwin Hardware

RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

NEW BRITAIN, CONN.

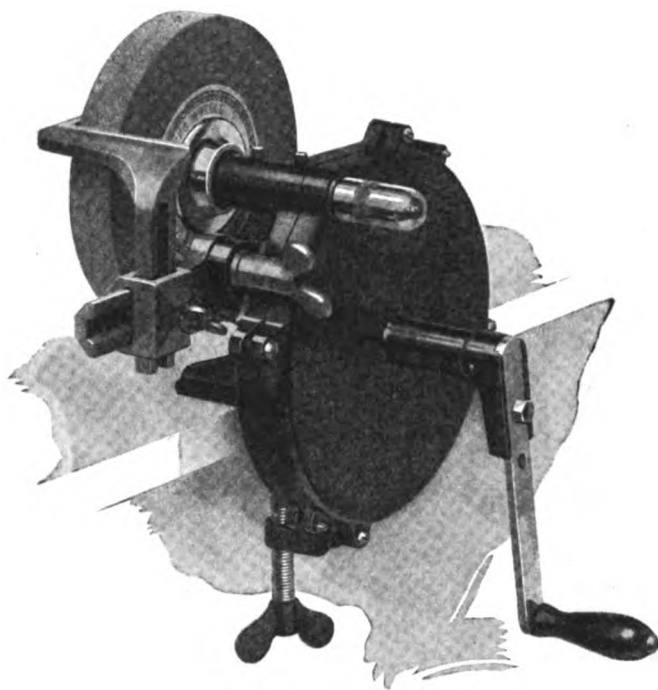
NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.

AMERICAN QUALITY -- TOOL -- GRINDERS



For Rapid, Accurate, Satisfactory Work, the

American Line of High Duty Grinders

Have No Equal

Oil-tight gear case, with continuous bath in oil for working parts.

Malleable Iron Clamp—Semi-Automatic attachments for sharpening Chisels, Adzes, Drills, etc.

New Principle Twist Drill Grinding Attachment with graduated adjustment for radius and clearance, also micrometer feed regulator.

These superior, exclusive features make American Grinders easy to sell. They stay sold and make other sales. Made in 12 different sizes. Good profit for the dealer.

IMMEDIATE DELIVERIES

*Ask your Jobber or write to us direct
Attractive proposition to dealers*

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WISCONSIN

WESTERN DISTRIBUTORS

Jobbers

Dunham, Carrigan & Hayden Co., San Francisco
Baker, Hamilton & Pacific Co., San Francisco
Millard & Company, San Francisco
Sloss & Brittain, San Francisco
Chanslor & Lyon, San Francisco
Western Heavy Hardware & Iron Co., Oakland
Thomson-Diggs Co., Sacramento
Ducommon Hardware Co., Los Angeles
Harper & Reynolds Co., Los Angeles
Honeyman Hardware Co., Portland
Whiton Hardware Co., Seattle
A. M. Holter Hardware Co., Helena
George A. Lowe Co., Ogden
Tritch Hdwe. Co., Denver
Krakauer, Zork & Moye's Sucs., Inc., El Paso

Momsen-Dunnegan-Ryan Co., El Paso
Z. C. M. I., Salt Lake, Utah.
Western Metal & Supply Co., San Diego
Auto Hardware & Equipment Co., San Diego
Northwest Auto Supply Co., Billings
B. K. Sweeney Electrical Co., Denver
C. W. Marwedel, San Francisco.
Marshall-Newell Supply Co., San Francisco
Motor Accessories & Tires Co., Pueblo
Lathan Auto Supply Co., San Francisco
Weinstock-Nichols Co., San Francisco
Motor Supply Co., Phoenix
Arizona Hdwe. & Supply Co., Phoenix
Motor Mercantile Co., Salt Lake City
Foster Auto Supply Co., Denver

"The Colts are Coming"

*We will soon
have good news
for you,
Friend Dealer*

AS you know, it has been a long time since we have been able to fill orders from the trade.

The great Colt Factories have been attending strictly to Uncle Sam's needs.

But now there is a lull on the firing line. So just the minute we get the word we are going to switch and go full steam ahead on unfilled orders. Our dealer friends have waited patiently. A little more patience will be rewarded.

In the meantime, here is a little inside information:

The folly of unpreparedness has taught its lesson. It has changed our people from a condition of gunshyness to a desire for proficiency in the use of firearms, AND THE PISTOL IS IN THE FRONT RANK! The boys returning from "Over There" have learned the business of shooting. They will want to keep at the sport of it. Municipalities and the newspapers will foster target practice. The homelink will want a gun for the house.

**The YEAR 1919 WILL BE A BANNER
ONE FOR COLT'S FIREARMS**

We give you these facts so that YOU may be prepared. Get your order in early for COLTS—the firearms that helped to bring the boys home victorious and are going to be desired in preference to all others.

**COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.**



COLT

**"The Proven Best
By Government Test!"**

And All This Time I Have

CRITCHFIELD & COMPANY

ADVERTISING AND MERCHANDISING AGENTS
NEWSPAPER MAGAZINE AGRICULTURAL MAIL ORDER
AND OUTDOOR ADVERTISING

CHICAGO
BRIDGE BUILDING

NEW YORK
FLAT IRON BUILDING

DETROIT
FARM BUILDING

BOSTON
NEW YORK WAREHOUSE BLDG

MINNEAPOLIS
LOCA-ARCARE

CHICAGO

Tuesday,
November Nineteen,
Nineteen Eighteen.

Mr. Blake B. Bell,
Sec. Treas., Hunt, Helm, Ferris & Co.
Harvard,
Illinois.

My dear Mr. Bell:-

By some wise dispensation of Providence I have been spared to the time where the shadows of life now begin to fall a little the longest toward the farther shore; and from boyhood unto this time I have always wanted a little red wagon.

As I grew older and either gained or lacked experience - and I have never been able to determine just which - I made the more or less perilous journey all the way from muddy alkali water drunk from the folded brim of a dirty Stetson hat, to Sparkling Burgundy taken from a golden goblet; and the friends I have met along the road have been by far the most interesting part of the trip.

- And you are a much appreciated one of these -

And all this time I have wanted a little red wagon.

I have fought with the usual characteristics the early successes and failures incident to youth, early manhood, and marriage - but I always wanted a little red wagon.

I have made modest successes in life, to the extent that I have brought my family successfully through; have educated practically all of them, and have married, safely and successfully, most of them - and still I did not acquire my little red wagon.

I have pursued and killed antelope and peccary in Chihuahua; reindeer and caribou in Newfoundland; moose in New Brunswick; elk in Wyoming; Rocky Mountain Goats in British Columbia; and deer almost all over the United States from the Rio Grande to Peace River Landing - but all the time I wanted a little red wagon.



Overland Coaster Wagons have the "looks," which means pride of ownership.

They have the construction, which means satisfactory service and good will towards the dealer who sells them.

Wanted a Little Red Wagon

Some honors have come to me through the preferment of my fellowmen, and I have, by their grace, been placed in positions of honor and trust; but in the midst of these things so dear to the heart of the average man, my soul cried out for a little red wagon.

Indeed, I cannot remember the time when this desire has not been ever-present with me, and I have seriously and sincerely longed for the time when I might have not only the financial ability, but the time in which to indulge myself in the pleasure of the ownership of a little red wagon.

And now, through the mysterious workings which we cannot always understand, and because of the possibility of service to each other, you and I have been brought together and you have been made the means of placing within my possession the thing which, of all things, my heart has most desired - a little red wagon.

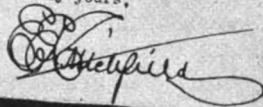
Truly and sincerely, therefore, I rise in the night that is left to me in my declining years and proclaim you blessed, most blessed of mankind, because I now have my little red wagon.

I am enclosing herewith just a few mute proofs of the indulgence and pleasure I am finding in this ownership, and I can assure you that this is only the beginning.

Truly, Mr. Bell, this is not by any means all levity; you can prove by me that no matter what else you have done or accomplished, there is no unction which you may take to your soul which will outmeasure the joy you have created in many, many youthful hearts by making it possible for them to possess a little red wagon.

May you long live to bring to the hearts of others the pleasure you have brought to me! Thanking you more earnestly than I am able to express in this feeble way, and with warmest personal regards, always, I am

Sincerely yours,




Don't you think that you can sell more "little red wagons" in your territory? Write and let us help you.

Hunt, Helm, Ferris & Co.

Harvard, Illinois

New York Branch: Industrial Building, Albany, New York

Dunham, Carrigan & Hayden Co. San Francisco, Cal.

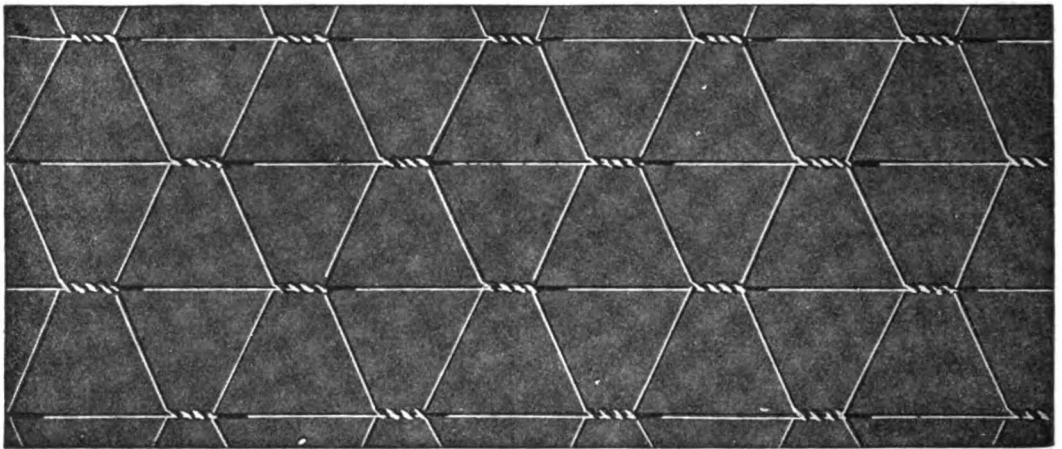
Honeyman Hardware Co. Portland, Ore.

Holly-Mason Hdwe. Co. Spokane, Wash.

Seattle Hardware Co. Seattle, Wash.

Jensen-King-Byrd Co. Spokane, Wash.

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



INFALLIBLE
"E. C."

The Big Fourteen

THESE are the fourteen standard brands of loaded shells and the shells you sell are among them.

Remember—you can always get your best seller loaded with Infallible or "E. C." if you ask for it and insist on getting it. You can buy any of the fourteen shells listed at the right loaded with one of the

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE "E. C."

When your customer swings his gun to his shoulder and pulls the trigger—it's the powder that does the work. And it is of the utmost importance to him that this powder be dependable.

Hercules Smokeless Shotgun Powder are *always* dependable. They always burn evenly, give even patterns, high velocity and light recoil.

The next time that you order shells, be sure that they are loaded with Infallible or "E. C."



HERCULES POWDER CO.

1017 Chronicle Bldg.

San Francisco

California



Peters
HIGH GUN
IDEAL
PREMIER
TARGET

Remington
UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

U.S. BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

GEO. A. LOWE COMPANY
Pocatello, Idaho
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



*for efficiency
and economy*

Giant dealers can always be sure that their customers will get satisfactory results with Giant Explosives.

They are the original American high explosives and the utmost skill, backed by long experience is employed in their manufacture. Thus uniform strength is assured—always. They are Western products, made by a Western company to especially solve Western blasting problems.

Users of explosives throughout the West KNOW the Giant brands and will prefer genuine Giant Powder to ordinary explosives.

Let us tell you how profitable it is to be the Giant dealer in your section. No capital tied up, no stock to handle—just send us the orders and we fill them. Write now.

THE GIANT POWDER CO., Con., San Francisco
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

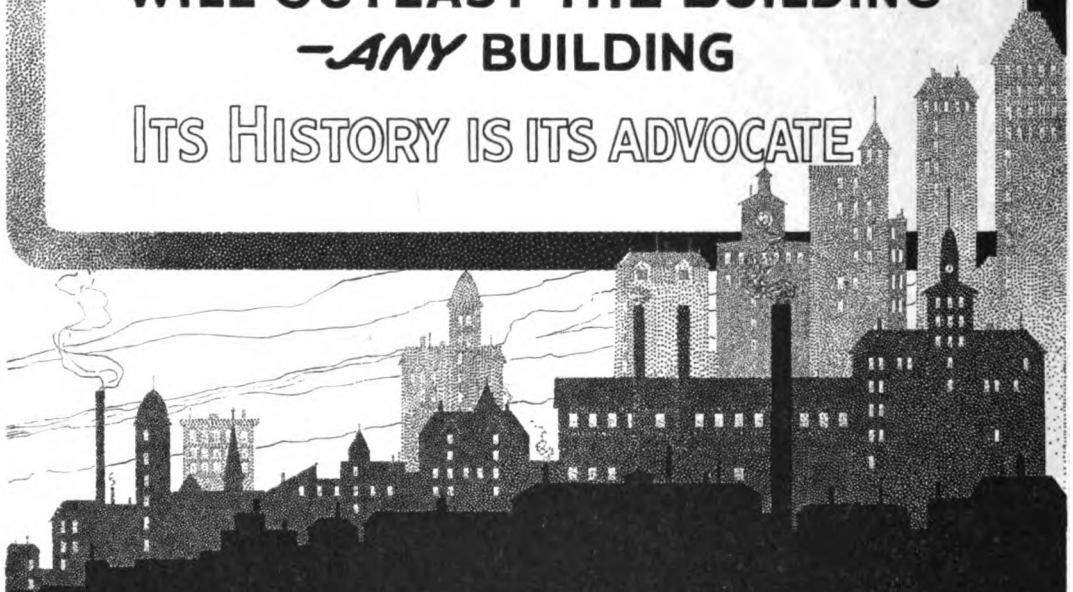
EXPLOSIVES

'From the smallest to the tallest'

CAST IRON SOIL PIPE

WILL OUTLAST THE BUILDING-
-*ANY* BUILDING

ITS HISTORY IS ITS ADVOCATE



SANITATION - ECONOMY

IN THE
BUILDING
UNDER THE
GROUND

PERMANENT SERVICE



USE SOIL PIPE WHERE SOIL PIPE SHOULD
BE USED

Charlotte Pipe & Foundry Co.	Charlotte, N. C.	Haines, Jones & Cadbury Co.	Philadelphia, Pa.	Salem Brass & Iron Mfg. Co.	Salem, N. J.	Weiskittel & Son Co. A.	Baltimore, Md.
Campbell Mfg. Co.	Gadsden, Ala.	Johnson Co., J. D.	New York	Sanitary Co. of America	Linfield, Pa.	Wester Mfg. Co., H.	Memphis, Tenn.
Casey-Hindes Co. The	Chattanooga, Tenn.	Krupp Foundry Co.	Landale, Pa.	Somerville Iron Works	New York	Abedroth Bros.	Port Chester, N. Y.
Central Foundry Co.	New York, N. Y.	Medusa Foundry Co.	Medina, N. Y.	Standard Foundry Co.	Anniston, Ala.	Alabama Pipe & Foundry Co.	Anniston, Ala.
Coose Pipe & Foundry Co.	Birmingham, Ala.	National Foundry Co. of N. Y., Inc.	Brooklyn, N. Y.	Superior Mfg. Co.	Bessemer, Ala.	American Foundry & Pipe Co.	Pearsa St., Pa.
Crown Pipe & Foundry Co.	Jackson, Ohio	National Pipe & Foundry Co.	Attalla, Ala.	Union Foundry Co.	Anniston, Ala.	Anniston Foundry Co.	Anniston, Ala.
Gadsden Pipe Co.	Gadsden, Ala.	Reading Foundry & Supply Co.	Reading, Pa.			Bessemer Soil Pipe Co.	Bessemer, Ala.

A-1051



YOUR FULL SHARE OF THIS TRADE

Every forward-looking dealer knows the value of the "boy market" for firearms and ammunition. More than ever, interest in shooting for the boy is centering in the rifle club of the community, the school and the college where rifle practice is taught under careful supervision and competent instruction.

Remington
UMC

Remington UMC **Service** will provide the right information on how to start or revive a rifle club, how to get it recognized by the National Rifle Association, and how to keep it going.

Let the Service Department of this Company cooperate with you, so that you may obtain your full share of the small bore rifle and metallic cartridge business in your community. A supply of Remington UMC Right-From-the-Start booklets will be sent you upon application.

ASK YOUR JOBBER ABOUT REMINGTON UMC PRODUCTS

The Remington Arms Union Metallic Cartridge Company, Inc.
Woolworth Building New York City

The Long-lasting Pad



Patented in U. S.
December 1, 1914.
Patented in Canada
April 6, 1915.

THIS NEW PAT-
ENTED HOOK AT-
TACHMENT—found only
on pads made by us—is the
greatest improvement since
we invented the hook. It
consists of wire staple with
felt reinforcement. This
gives the hooks a firmer
hold and prevents pulling
off, even though the fabric
is weakened by long usage.

The weakest point is made strong
and life of pad materially
lengthened.



No 1 Stapling wire cut to length.



No 2
Stapling wire
shaped—
ready for in-
serting.

Piece of felt
used to pre-
vent wire sta-
ple pulling
through.



No 3



No 4

Felt—show-
ing stapling
wire inserted.

Stapling wire
clinched in-
side eyelet of
hook.



No 5

Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds. They are soft, springy, absorbent, and serve as a guarantee against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers through the medium of leading agricultural publications is on a more extensive scale than previous ones. This serves to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

For Sale by Jobbers

Booklets furnished free on request

The American Pad & Textile Company

Greenfield, Ohio

Canadian Branch:

Chatham, Ontario

This line of handsome lithographed cans will sell themselves.

Read the labels on these cans in full and you will see that every need a building owner can have for preservative paints, roof coatings and repair cement, has been met.

Every one is a good seller and a repeater.

Send today for complete set of samples and details on dealer proposition.

=

The Philip Carey Company

232 Wayne Avenue, Lockland
Cincinnati, Ohio

Carey

BLACK PAINTS

A Complete Line of
Preservatives for
Every Requirement





BRIER HILL STEEL CO.
OF CALIFORNIA



OPEN HEARTH STEEL SHEETS

Mills at
Youngstown
Ohio

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

Mills
at Niles
Ohio

STEEL TANK PLATES

MILL SHIPMENTS ONLY

RIGHT PRICES

BEST SERVICE

BRANCH OFFICES

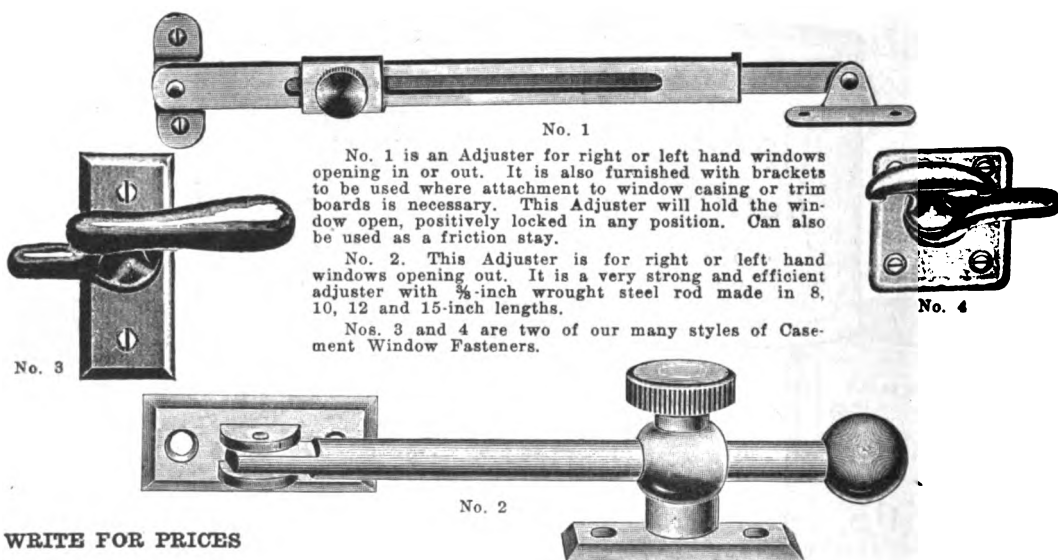
1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

Shelby Casement Window Hardware



WRITE FOR PRICES

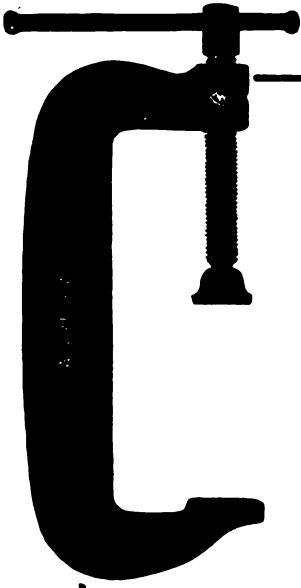
THE SHELBY SPRING HINGE CO.

Shelby, Ohio

COAST REPRESENTATIVES:

Pond Hdwe. Specialty Co., Los Angeles, Cal.

D. L. Herman, Seattle, Wash.



Williams' Superior Drop-Forged "C" Clamps

"THEY STAND THE STRAIN"

BOTH economy and convenience follow the use of tools designed for specific classes of work. Williams' line of Clamps provide something to meet the requirements of the individual job—or any combination of jobs. There's "A Williams Clamp for every purpose."

If it's general utility—without the need for maximum strength—Williams' "Light Service" line will fit the case. 8 sizes, 2 to 12" capacities.

If it's stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4 to 18" capacities.

If it's extreme strength and heavy service—Williams' "Vulcan" line provides both. 11 sizes, $\frac{3}{4}$ to 12 $\frac{1}{2}$ " capacity.

All are made of a special, high grade steel. After forging they are submitted to a refining process or "heat treatment" which increases their stiffness and strength and reduces the liability of springing.

Machinists' Tools Booklets with your imprint, if desired

Pacific Coast Representative
M. HOWARD
Monadnock Building
San Francisco

J. H. WILLIAMS & CO.
60 Richards Street, Brooklyn, N. Y.

Western Office and
Warehouse
60 South Clinton Street
Chicago, Illinois



Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company
"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

“Buffalo” Electric Disc Fans

can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation.

Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.



The Year of Increasing Returns

Our boys are coming back. Normal business is coming back—old familiar faces, good to see; glad hands we're proud to grasp again.

We hope that the return of CORCO Metalware to the hardware trade, with even better quality than ever, will compensate in some measure for the kindly

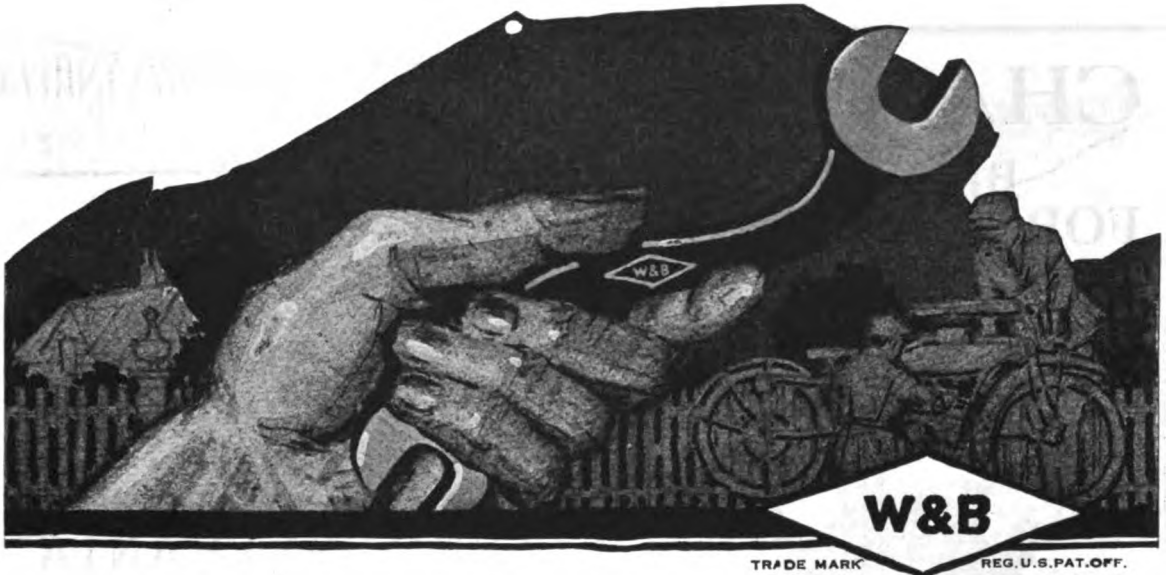
patience shown us during the late past while we were doing all in our power for the one supreme business of victory.

We heartily and cordially wish for you a great year of increasing returns.

Whitaker-Glessner Company
Wheeling Corrugating Department
General Offices: Wheeling, W. Va.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS
MINNEAPOLIS KANSAS CITY CHATTANOOGA RICHMOND





WRENCHES THAT ARE RIGHT AND READY

Assemblers, engineers, motorists — all who need wrenches often, know WHITMAN & BARNES as world famous wrench makers. That is only one phase of a reputation that is as broad as the machine tool industry and comprehends many products. It is built on the foundation of good materials, accurate workmanship and careful inspection.

WHITMAN & BARNES drop forged wrenches are right, and are built strongly to stay right under strenuous use.

Whitman & Barnes Established 65 Years

GENERAL OFFICES, AKRON, OHIO

FACTORIES, AKRON, OHIO, CHICAGO, ILL., ST. CATHARINES, ONT.

**Peace
Prosperity
and Progress**

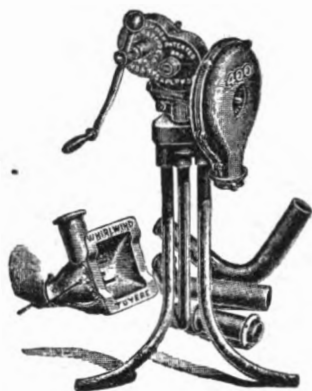


Henry Disston & Sons
INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, PA.

CHAMPION

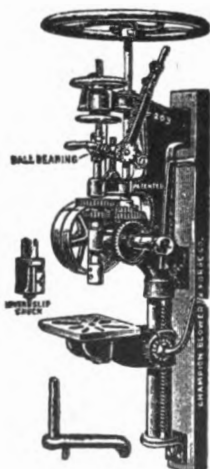
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Catalogue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

PENNSYLVANIA

Quality

Lawn Mowers

DON'T neglect to take advantage of our free sales helps, to tie up your store to our 1919 advertising campaign of "PENNSYLVANIA" Quality Lawn Mowers in the magazines.



Make
window
displays
and use the
lithographed

cut-out. Get the colored counter slips. Distribute the handbook--- "How to Care For the Lawn." Especially send for the ready-made advertisements--- cuts furnished free.

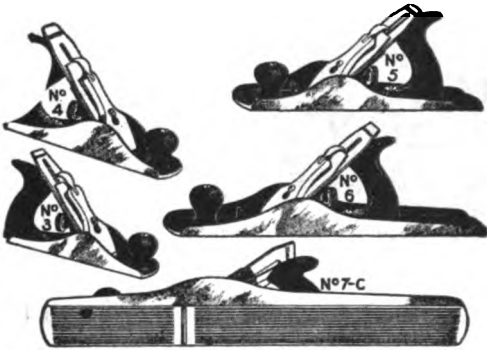
"PENNSYLVANIA" Quality will help make this season a big sales success for you.

This trade-mark will be found on the following:

- "Pennsylvania"
- "Pennsylvania Jr."
- "Pennsylvania Golf"
- "Pennsylvania Putting Greens Mower"
- "Continental"
- "Great American B. B."
- "Shock Absorber"
- "Quaker City"
- "Red Cloud B. B."
- "Orchid B. B."
- "Daisy"
- "New Belmont"
- "Bellevue"
- "Panama"
- "Delta B. B."
- "Electra"
- "Pennsylvania Pony"
- "Pennsylvania Horse"
- "Pennsylvania Grand Horse"
- "Pennsylvania Trio Horse"—86-inch cut

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA

Stanley Tools



"BAILEY" Iron Planes

*The Standard for more than
Fifty Years*

IMPROVEMENTS are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating carpenters and mechanics.

*If you do not carry
these planes, arrange
to do so at once. You
will be surprised how
your plane sales
will increase*

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



The Service Behind Them

—the painstaking, scrupulous care devoted to the prompt meeting of time-contract or emergency needs, no matter what the dimensions of the order may be—coupled with their uniformly efficient merits, sustains the universal popularity of

Corbin Automatic Screw Machine Products

Whatever your requirements, we are prepared to produce that combined quality and service in Standard Cap Screws; Set Screws; Stove Bolts; Iron, Brass, and Bronze Wood Screws; Single and Double Iron and Brass Jack Chains; Brass and Steel Safety Chains; Brass Plumbers' Chain; Steel Furnace Chain; Steel Register Chain; Brass and Iron Ladder Chain. Quotations also on special Screw Machine Products on receipt of specifications, samples or blue-prints.

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

*Makers also of Corbin Duplex Coaster Brakes
and Corbin-Brown Speedometers for Automobiles
Motor Trucks and Motorcycles*



LOOKS BETTER

LASTS LONGER

SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

**We Also Manufacture
Bronze, Copper, Painted and Galvanized**

AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

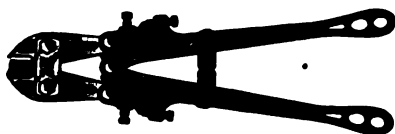
Mt. Wolf, Pennsylvania

**Factories :
Clinton, Iowa**

Niles, Michigan

Representatives—Ewing-Lewis Co., San Francisco and Los Angeles, Cal.; D. L. Herman, Seattle, Wash.

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
If not, my Pacific Coast representatives
will tell you why you should.

Address

**Omer Cox,
Underwood Bldg.,
San Francisco, Cal.**

**Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah**

**Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.**

**Turnbull & Cox
Mint Block
Denver, Colorado.**

**Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.**

H. K. PORTER

**Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.**

The "PONY"

**Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets**



IT'S GUARANTEED

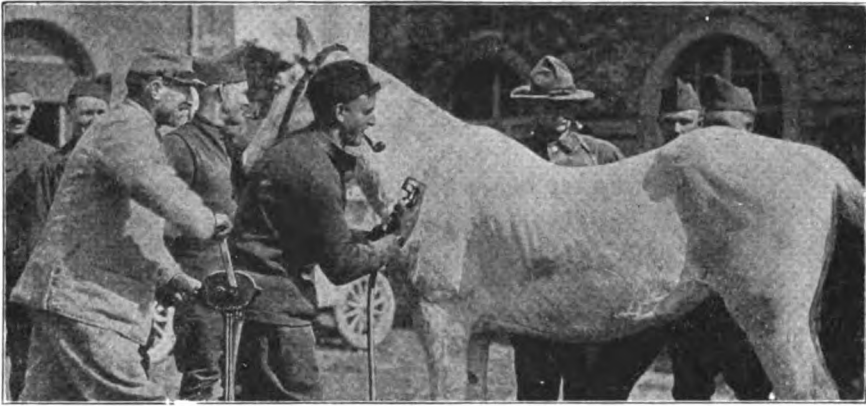
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

Stewart Clipping Machines at the Front



Copyright
by the
Committee
on
Public
Information

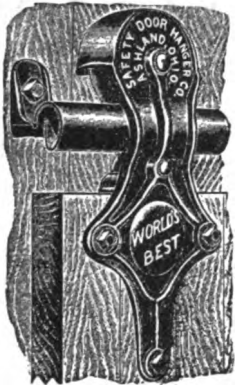
An American Clipping a French Cavalryman's Horse With a Stewart Machine.

Clipping of all horses used by the Allied and U. S. armies is general and a great many Stewart Machines are used. The harder a horse is worked the more he needs and is benefited by clipping.

Clipping starts with the first Spring weather and there will be more farm and other horses clipped this Spring than ever.

A number of Stewart Clipping Machines will be bought in your locality. Get in your stock now and be ready to make the sales. Your Jobber Can Supply You. Catalogue on Request

Chicago Flexible Shaft Company - 5604 Twelfth Street, Chicago, Illinois



YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.
Wheel underneath track prevents derailment.
Wide bearing of the wheel distributes weight
and makes it the **Easiest Running Hanger** on the
market.

Packed one pair in box complete with bolts;
one-half dozen pairs in a case.

Track has Slidable Bracket, which has made
the World's Best Hangers so popular with the
building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & P. W. JONAS, Rialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.

Auto-Wheel ^{CONVERTIBLE} Roadster and Auto-Wheel Coaster



An Auto-Wheel is a boy's most prized possession for work or play. These are not "toy" wagons, but are substantial and durable. Wheels have roller bearings, steel axles and tires and the spokes are oval like an auto.

Watch our national advertising. Notice we tell the youngsters to look for the Auto-Wheel Dealer. This means an opportunity for you—and if you're not an Auto-Wheel Dealer, we urge you to write today for our attractive proposition.

Buffalo Sled Co.

Dept. A,
N. Tonawanda, N. Y.

Factories:
N. Tonawanda, N. Y., and
Preston, Ont., Canada
New York Office:
108 Chambers St.
San Francisco Office:
979 Monadnock Bldg
Seattle Office:
214 Maritime Bldg



ROPE

CLOVER LEAF MANILA

If *quality* is wanted
If *satisfactory service* is sought
If *durability* is desired

Then Order
CLOVER LEAF MANILA ROPE

It sells itself wherever once used



Trade Mark

GOOD GOODS
HONESTLY MADE

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. BUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

BARBED WIRE BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the
Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.

359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.
SALES MANAGERS

 BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.

 AN
UNEQUALLED
ASSORTMENT
FOR
HARDWARE
STOCK


In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

LUFKIN

 AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

 Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

 SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue


WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T. Cedar Falls, Iowa.

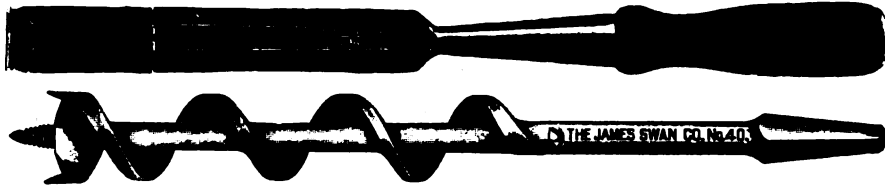
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets

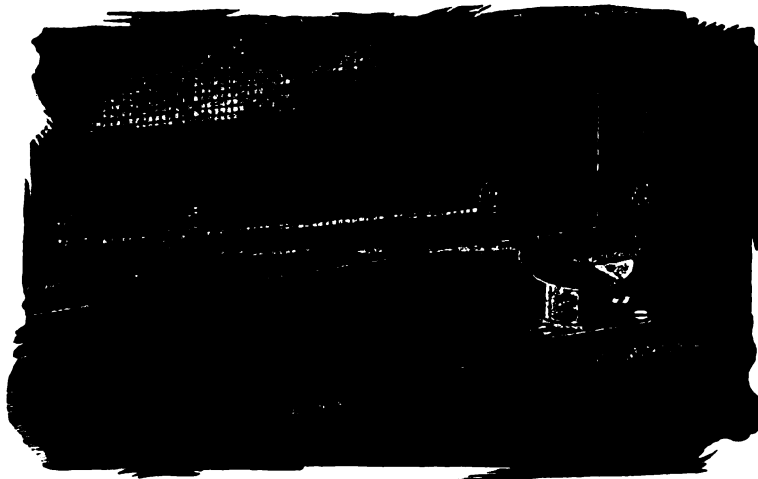


Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

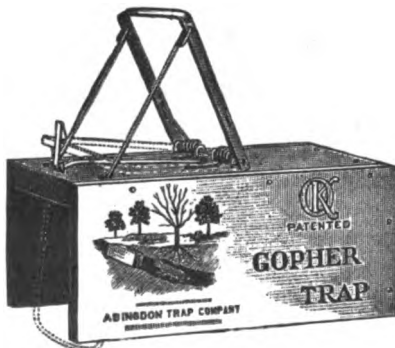
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago



EASY TO GET RID OF THE
POCKET GOPHER WITH THE
O. K. GOPHER TRAP
SURE TO CATCH AND SURE TO
HOLD

Manufactured by
The Abingdon Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOB-
BERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



AN ENDORSED CHECK
R-W. NO. 643

MANUFACTURED BY
Richards-Wilcox Manufacturing Co.
AURORA, ILLINOIS, U.S.A.
Richards-Wilcox Canadian Co. Ltd. London, Ont.

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO
PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS

STIMPSON-RIVETS



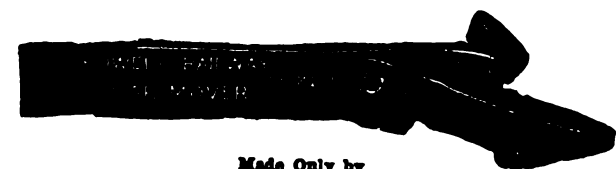
70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPOSE. BROOKLYN, NEW-YORK

Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL

Railway Car Mover

And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Canner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, \$3.00

Genuine "PHILADELPHIA" Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers

5 Styles Horse Mowers

3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets
PHILADELPHIA, PA., U. S. A.

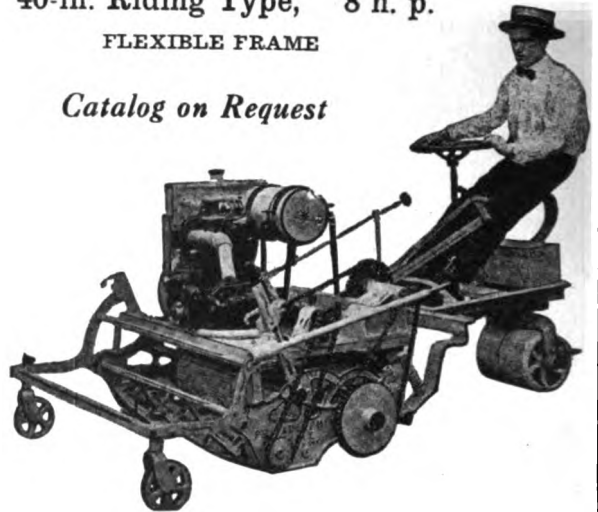
HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.

40-in. Riding Type, 8 h. p.

FLEXIBLE FRAME

Catalog on Request



**Here's the Sprinkler that's
in Big Demand**



**THOMPSON'S
IMPROVED TWIN LAWN SPRINKLER**

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

TRUX

2 and 4 WHEELED

**"BUILT
TO
OUTLAST"**



**Concrete Mixers
Wheelbarrows
Wood, Steel and
Cast Iron Wheels
Hoists**

Let Us Quote You

WALSBERG

SAN FRANCISCO, CAL.

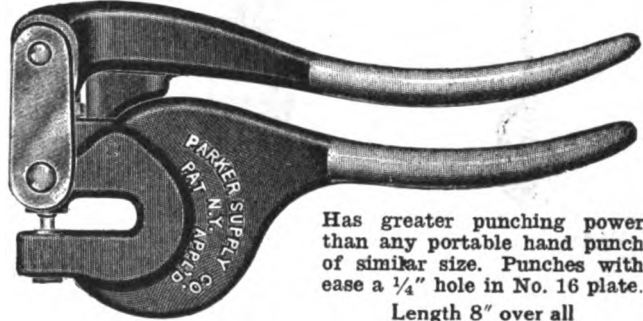
*Parker
Metal Punch*

Every Inquiry Becomes an Order
When You Handle the

Parker Metal Punch

NUMBER 0

THE HAND PUNCH THAT HAS NO EQUAL



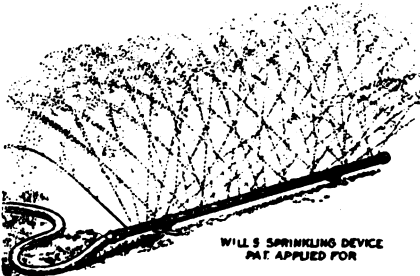
Has greater punching power
than any portable hand punch
of similar size. Punches with
ease a $\frac{1}{4}$ " hole in No. 16 plate.
Length 8" over all

PARKER SUPPLY COMPANY, Inc., Manufacturers
DEPT. G, NEW YORK

Get Our Proposition

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business
Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

"Easy Emptying" Grass Catchors

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Kelley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Hoffman Edw. Co.

The Specialty Mfg. Co.

ST. PAUL, MINN., U. S. A.

MAKE THESE FOUR IWAN TOOLS



**YOUR
LEADING
SELLERS
TOO**

IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes

IWAN Hercules Post Hole Digger.

IWAN Perfection Post Hole Digger.

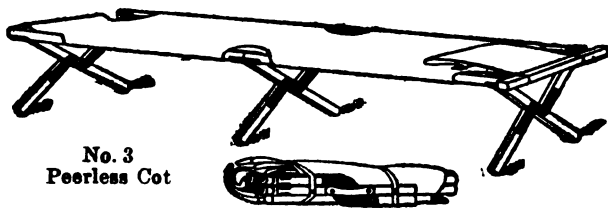
IWAN Sickie Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana

WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

FOLDING CAMP FURNITURE



No. 3
Peerless Cot

Cots, Chairs, Stools

Also a Complete Line of

**Canvas Goods, Tents, Covers
Paulins, Leggings, etc.**

**SLASHER MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

BURNT IVORY BRAND Second Growth Hickory Handles

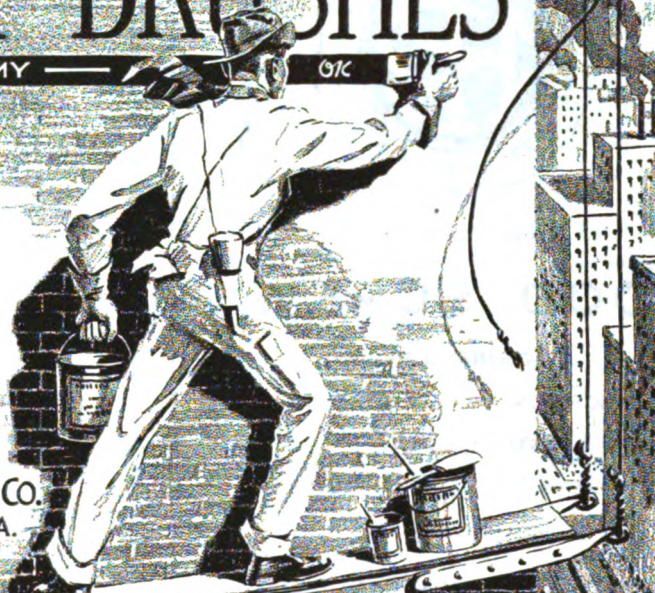
Special attention given orders for
hand made Axe,
Pick, Sledge and
Hammer Handles.

**IVORY HANDLE
COMPANY**
Hope, Arkansas



QUALITY BRUSHES

— FOR 100% ECONOMY —



WOOSTER
OHIO
BRUSHES

ESTABLISHED - 1851
THREE GENERATIONS
Through - Three - WARS

The WOOSTER BRUSH CO.
WOOSTER, OHIO. U.S.A.



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-OO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918



The ORNAMENTAL IRON FENCES

of Handsome Manor Grounds, Cemeteries, Parks, etc., Are Protected by

Dixon's Silica Graphite Paint

which is both an ornamental paint, and the lowest-cost-per-year paint, because it **lasts longer**. The paint for the dealer, jobber and mill supply house to recommend and thus best please the customer. Made in **first quality** only for over fifty years.

Write us for booklet 230-B.

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Company
Established 1827



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

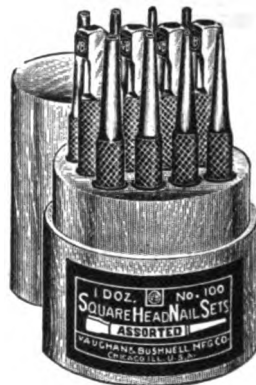


V & B Square Head Nail Set

Patented



No. 100



Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.

These Nail Sets are made in One Piece.

Owing to the square head design, they will not roll. Cup pointed, individually tempered.

For sale by all leading jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

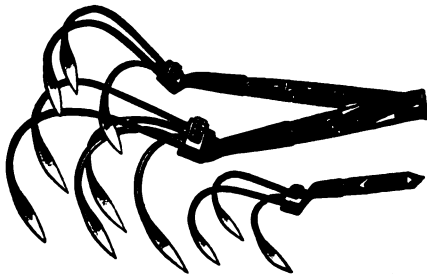
DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



"The Blade in the Plaid Box"

"LENOX" Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior QUALITY and UNIFORMITY, which, coupled with an UNEQUALED SERVICE on deliveries and a package that is DISTINCTIVE—they have given both the Dealer and his Customer "just the Hack Saw they have been looking for."

Manufactured by

AMERICAN SAW & MFG. CO., Springfield, Mass.

Direct Factory Representative for Pacific Coast, CALDWELL SALES CO., 320 Market Street, San Francisco Cal.

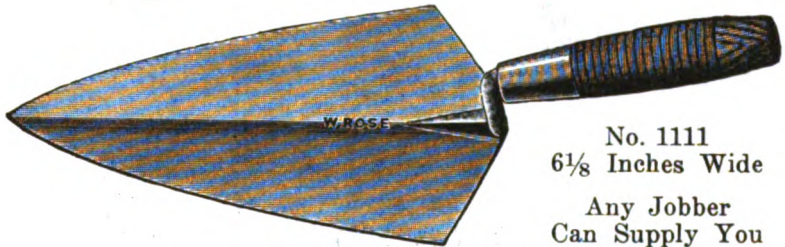
W. ROSE Wide Heels Supplanting Narrow Trowels

Accurate forging of W. ROSE wider blade prevents it from seeming awkward.

May we mail our Tool Book?

WM. ROSE & BROS.

200 W. Elmwood Avenue
Sharon Hill, Pa.



No. 1111
6 1/8 Inches Wide

Any Jobber
Can Supply You

WIEBUSCH & HILGER, Ltd., 110 Lafayette Street, New York, Selling Agents



GILSON GARDEN TOOLS GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O.
Box 299, San Francisco.



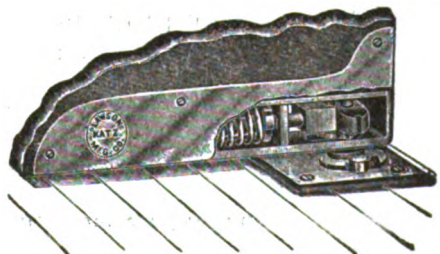
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863



Big Little Profit Builders

*Kees
Money
making
Devices
for
Hardware
and
Building
Material
Dealers*

Kees

(Cosset)

Screen and Storm
Sash Hinges



Large Hinge
Opening and
Guide Flange
Make Hanging
Easy.

COST NO MORE THAN COMMON ONES
EASY SALES FOR YOU—AT A GOOD
PROFIT

Every householder has experienced the annoyance and back strain that go with the use of the ordinary kind.

Put a demonstrator set where they can be examined by people while they're standing about in your store. We'll send it free.

They'll Sell Themselves
Sold by All Jobbers

Send
for
Lists
and
Samples.
Dept. 18

F.D. Kees Mfg. Co. Beatrice, Nebr.

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE
SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
BOSTON, MASSACHUSETTS

The Schaw-Batcher Co.

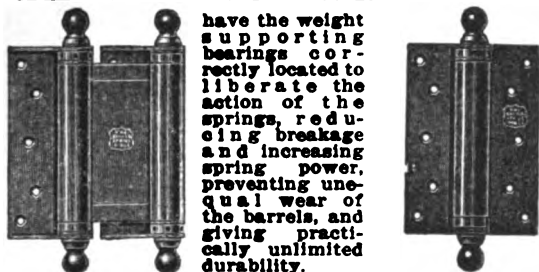
SACRAMENTO, CAL.

**WHOLESALE
HARDWARE**

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods
Blacksmith Supplies

Sargent & Co.
Builders' Hardware
Mill and Mining
Supplies

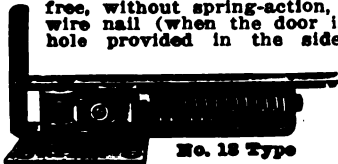
ONLY BOMMER DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

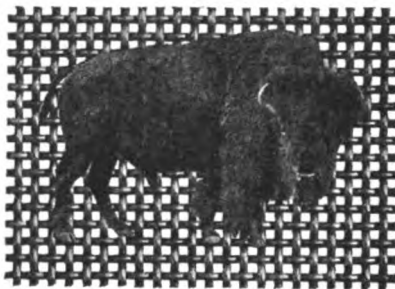
The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures **QUALITY, SERVICE AND SATISFACTION** wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.



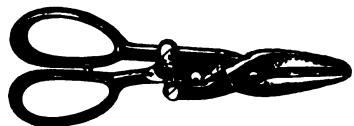
A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.

BUFFALO WIRE WORKS COMPANY

Formerly Scheeler's Sons

524 TERRACE - BUFFALO, N. Y., U. S. A.

BARTLETT Compound Lever



**SNIPS and
PRUNING
TOOLS**

The Compound Lever gives an even cutting. The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

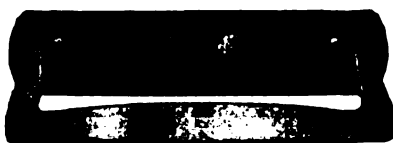
Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave. Detroit, Mich.

THE BRAINERD LINE

THE MOST COMPLETE LINE ON THE MARKET

Q
U
A
L
I
T
Y



S
E
R
V
I
C
E

No. 1225. Reduced Size
**CABINET-REFRIGERATOR
CHEST-FURNITURE HARDWARE**
THE BRAINERD MFG. CO., East Rochester, N. Y.

HOW TO SELL MORE



It's a question you can't get away from and your growth, your prosperity—your very business depends on it. The answer you are looking for is

Cleveland Grindstones

Better grindstones are needed today than ever before.

THE CLEVELAND STONE CO.
Union Building - Cleveland, Ohio

HARDWARE AGENTS WANTED

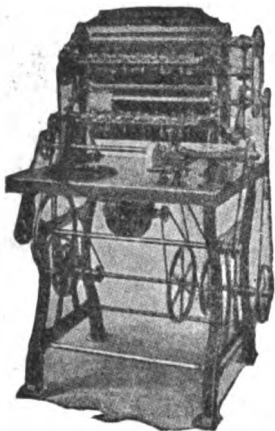


We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**

Economy Demands Resharpener of Blades

Never before were new safety razor blades so scarce, so high in price and so hard to get.

Men who shave with safety razors, and that includes the big majority, are rushing to stores that sharpen blades to have their old blades resharpened. Put a



Hatfield Complete Sharpening Machine

in your window and you'll get the cream of the sharpening business in your town, because no other machine sharpens blades so satisfactorily.

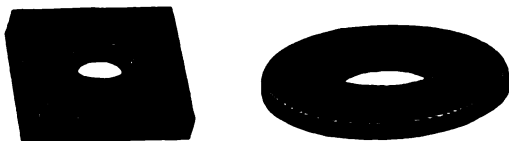
The Hatfield is the only machine in the world that sharpens with a lateral motion.

And with wonderful rapidity—12 blades (any make) sharpened perfectly every 5 minutes. It's the biggest money maker on the market.

Write for the Evidence—we'll send it.

HYFIELD MFG. COMPANY
21 Walker Street, New York City

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

Sure, It's a New PULL-EASY Adjustable Garden Cultivator

Combines the popular five-prong style with the great PULL-EASY Adjustable feature. Can be used as a rake when spread out to full twelve-inch width.

Costs no more than the old rigid style and outsells it two to one.

It is guaranteed. Our Number PE5. Ask your jobber.

THE PULL-EASY MFG. CO., 483 Barstow Street, Waukesha, Wisconsin

Teeth—Five, channeled steel, guaranteed unbreakable.

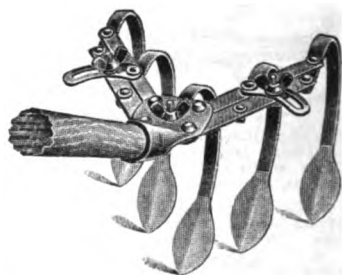
Points—Convex for perfect scouring.

Handle—Four feet long, polished.

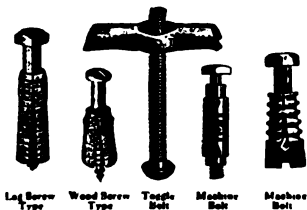
Adjustable—6 in. to 12 in. wide.

Packed—Half dozen in a crate.

PULL-EASY



"STAR" EXPANSION BOLTS



Trade Mark
"SEBCO"

A Pleasure to Sell

Standard the
World Over

STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago
147-149 Cedar Street, New York

Ohlen Saws

Columbus, Ohio



Standard for Sixty-Five Years

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size $2\frac{1}{4} \times 24$ in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. $2\frac{1}{4} \times 24$ in.

All our Leather and Web stroppers are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, $2\frac{1}{4} \times 24$ in.

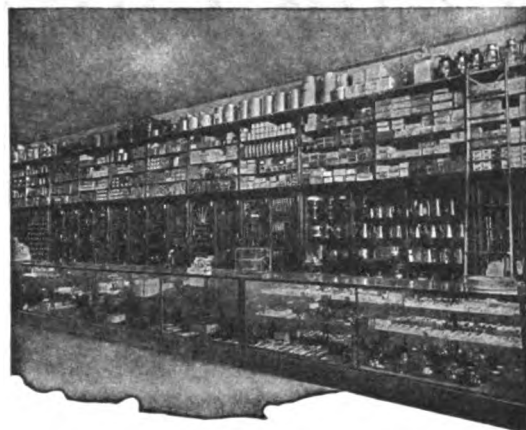
Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

Western Representatives,
GRIFFITH SALES CO.,
461 Market St., San Francisco.

ALLEGRETTI MFG. CO.,
Geneva, N. Y.



"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 100, that explains the Duluth Systems of Hardware Displays.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



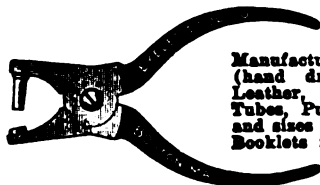
Genco
RAZORS

GENEVA CUTLERY COMPANY

157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors

EYELET TOOL CO.



Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

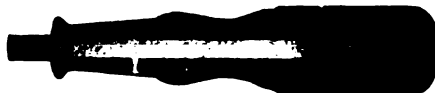
J. SAND & SONS - Detroit, Michigan

The Bridgeport Hdw. Mfg. Corp.

BRIDGEPORT, CONN.

Matchless Screw Drivers

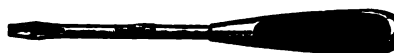
Tempered Blade Runs Clear Through the Handle.
Red Varnished Handle



No. 98 Mechanics' Square	..... 2 to 12 inches
No. 94 Mechanics' Round	..... 2 to 12 inches
No. 95 Electricians' Round, Insulated	..... 12 inches
No. 96 Cabinet Round	..... 8-16x2 1/2 to 12 1/2 inches
No. 97 Machinists' Square	..... 1/2x2 1/2, 3 1/2, 4 1/2, 5 1/2 in.
No. 970 Machinists' Round	..... 1/2x1 1/2 inches
No. 99 Baby Round	..... 3-16x1 1/2 inches

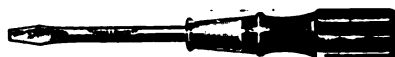
Hercules Knife Handle Screw Driver

Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



No. 102 Round	..... 2 to 12 inches
No. 12 Square	..... 7-16x4 1/2 inches

Challenge Plain Handle Screw Driver
Red Varnished Handle



Full Tempered Blade

No. 32 Mechanics'	..... 2 to 12 inches
No. 34 Cabinet	..... 3 1/2 to 12 1/2 inches
No. 86 Electricians'	..... 2 1/2 to 12 1/2 inches
No. 37	..... 8-16x1 1/2 inches

Write your Jobber for prices.

C. W. GAUSE CO.
Western Sales Agents
693 Mission Street, San
Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.

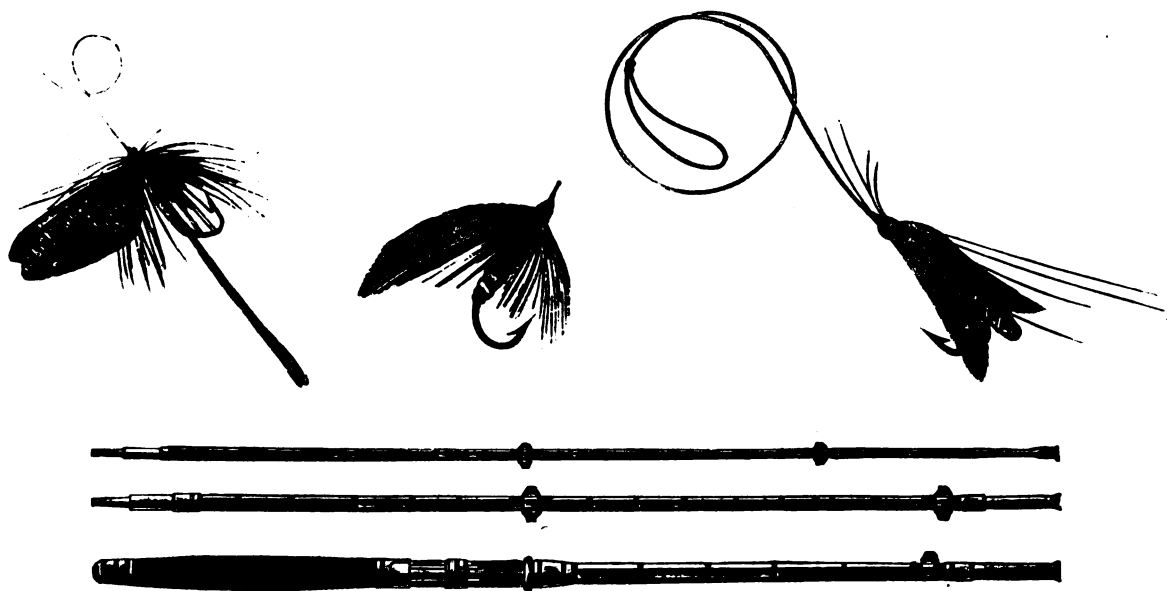
Your Duty=Prepare

For the Fishing Season that is
Fast Approaching

100% O. K.

That's What Fishing Enthusiasts Say of

S. ALLCOCKS & CO'S IMPORTED FLIES & HOOKS



We have a *LARGE* and *WELL ASSORTED* Stock of Everything
in the Fishing Line

Your Requirements Solicited

Baker, Hamilton & Pacific Co.

700 Townsend Street, San Francisco, U. S. A.

PREPARE FOR THE INDOOR SEASON

BY LAYING IN A SUPPLY OF

Peters Semi-Smokeless Cartridges

The ☉ brand is known among users of the rifle and revolver to possess that extreme accuracy, cleanliness and uniformity which makes high scores possible. That Peters ammunition is an effective aid in developing and sustaining the highest degree of marksmanship is proven by the records made with it in recent years. They have won the following:

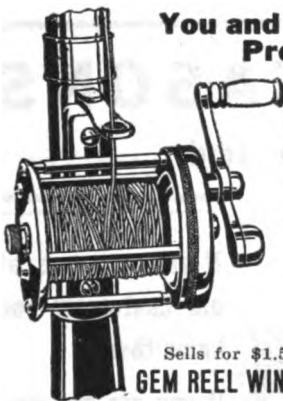
- 1918—N.R.A. Inter Club Team Championship, Peters Rifle and Revolver Club, Kings Mills, O. (3rd successive time).
- 1918— " High Individual score, 2000 ex 2000 by Capt. T. K. Lee, Birmingham, Ala.
- 1918— " Military School championship, St. Johns Military Academy, Delafield, Wis.
- 1918— " High School championship, Iowa City High School, Iowa City, Iowa.
- 1918—Zettler Championship Match, Arthur Hubalek, 2476 ex possible 2500
- 1919—U.S.R.A. Championship Match A, Capt. T. K. Lee, 477 ex 500
- 1918— " " " B, Capt. T. K. Lee, 482 ex 500—A New World's Record

Shooters intending to compete in the 1918-1919 Indoor Matches or in club practice events will do well to provide themselves with **PETERS SEMI-SMOKELESS AMMUNITION**, the kind that has won more important victories in the past 20 years than all other makes combined.

There is a dealer in your town handling the ☉ brand.

THE PETERS CARTRIDGE COMPANY, CINCINNATI, OHIO

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Co., Portland-Spokane, Duluth, Winnipeg-Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Sloss & Brittain, San Francisco



You and Fishermen Profit by this Sale

The ordinary straight wind of fish line lumps up, and winds back on itself and snarls when the reel is played out in casting. The upright arm of the Gem Reel Winder guides the line back and forth, giving a kite wind that will not snarl.

No Back Lashes for Fishermen—No Come-Backs for Dealers because the user is satisfied. This is proved by evidence of expert users.

Sells for \$1.50—Ask for Discounts
GEM REEL WINDER CO. 403, 132 Second St. Milwaukee, Wis.

A Leader That Sells Itself

All Live Sporting Goods Stores Sell This True Scotch Product



JOE WELSH
 PASADENA - CALIFORNIA

Exclusive Agent U. S. and Canada

LANE 32 SIZES MILLS



Improved patented self-sharpening grinding plates have **DOUBLED** previous capacities. Get new catalog

Lane Bros. Co.

RIVER STREET - Poughkeepsie, New York

One Profit Sales

The influence and profit of the sale should not end when the package is wrapped. Through merit, the merchandise should make subsequent sales, bring the customer back repeatedly, thus yield the house several profits. To the steady earning class belongs the powerful

Samson Punch

The Samson guarantees maximum service and satisfaction to workers in sheet metal, furnace piping, roofing leather, paper, fabric, etc.

Samson capacity—sheet iron, soft steel to 20 gauge; paper, cloth, leather to 1/4". Tool takes 7 interchangeable punches and dies—sizes 1/16" to 1/4" diam-



Write for Proposition Prices, Etc.

eters. Drop forged steel, nickel plated. Made to last.
MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N.Y.

TRADE IN SEASONABLE ITEMS

Can be increased by Timely and Attractive Display

Prepare for Spring and Summer Business

By mailing us your orders for

"HARDWEAR" BRAND HARNESS AND SADDLES

Bicycles
Batteries
Ton Test Tubes
Pennsylvania Tires
Veedol Oils and Greases
Nozzles and Lawn Sprinklers
Garden Hose & Lawn Mowers
Sherwin-Williams Paints
Oils and Brushes
Steel Goods

Shovels
Wire Cloth
Screen Doors
Washing Machines
Leonard Refrigerators
Oil and Gasoline Cook Stoves
White Mountain Freezers
Electric Appliances
Poultry Netting
Wire Fencing

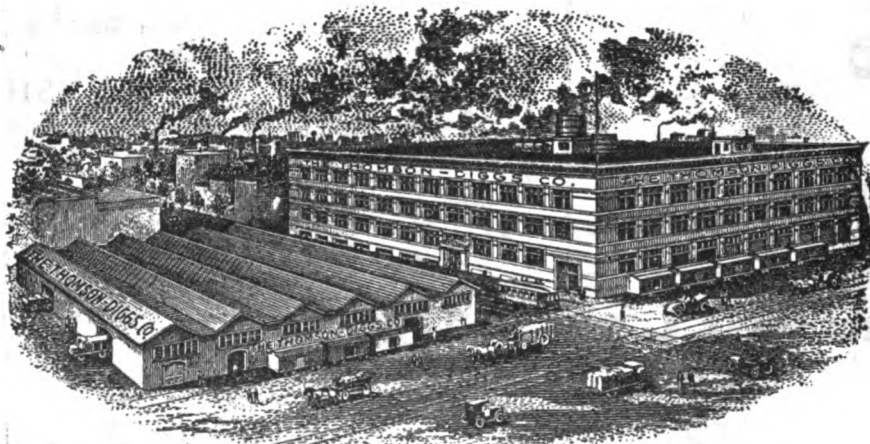
SALT LAKE CITY
UTAH

**The Salt Lake
Hardware Co.**

POCATELLO
IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

TOOLS

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell - Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets
PORTLAND, OREGON

NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF ...

Garden Tools

Poultry Netting

Lawn Mowers

**Pruning Shears
and Saws**

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.

FACTORY, SAN DIEGO, CALIFORNIA

White Mountain Refrigerators

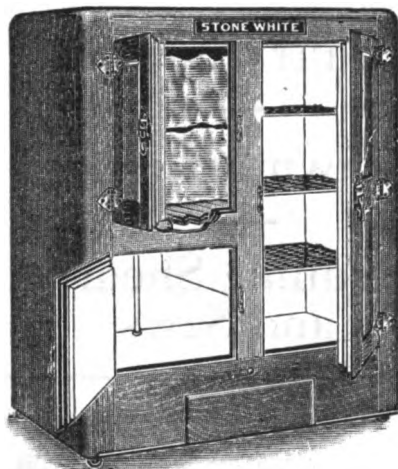
Cases selected hardwood, tongued and grooved air-tight by double dovetail method. Solid end construction. Thick, massive, interlined air-tight doors and covers. Plain and heavy raised panels. Finished in golden oak.

Inner walls are double thick, tongued and grooved by the double dovetail method; reinforced with heavy, insulating charcoal sheathing, and with plenty of dead-air space.

Ice chamber heavy galvanized iron, thick lining, lift-out basket, and the famous "Maine" duplex ice grate. The grate is made of heavy galvanized steel in deep, open corrugations, strongly reinforced. Waste pipe has automatic trap at the top.

Trimmings strong and massive, with quick action locks and hinges in smooth, polished nickel-plate.

STONE WHITE



Stone White

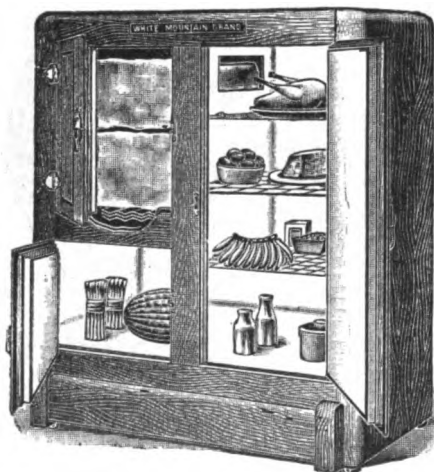
Lined with solid stone
Snow white—sanitary—
indestructible

The lining is solid, natural stone from the Maine quarries. This is, without question, the most sanitary, most durable and the coldest and cleanest refrigerating storage it is possible to produce. Surface is a guaranteed snow-white—hard as flint and bright and cleanable as china.

Seamless Porcelain

One-piece seamless steel porcelain lining, guaranteed against chipping, checking, cracking or scaling when in actual use by the consumer. A very high grade refrigerator.

SEAMLESS PORCELAIN



Grand

Provision chamber lined with pure, baked-on white enamel. The materials are baked and rebaked until the finish is virtually fused with the metal base, absolutely closing every pore and producing a surface almost as hard as flint, smooth as glass, sanitary in the highest degree, and with a beautiful snow-white gloss. The surface will not check, chip, crack or scale, and is durable: a falling dish or shelf or any ordinary blow leaves not the slightest trace.

With Water Cooler Attachment

Cooler constructed of heavy gauge iron, lined with cleanable pure white porcelain. Decreases neither ice nor provision capacity. Chills the water to a healthful degree.



Showing Water Cooler Attachment

FOR DETAILED DESCRIPTION, SHOWING SIZES AND ICE CAPACITY OF THE ABOVE AND OTHER REFRIGERATORS, SEE OUR GENERAL CATALOG NO. 60, PAGES 494 TO 496

MANUFACTURERS' CATALOG, LITERATURE FOR DISTRIBUTION, PRICES AND FURTHER INFORMATION FURNISHED UPON APPLICATION

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U. S. A.

Alaska Refrigerators

MANGRUM & OTTER, Inc.

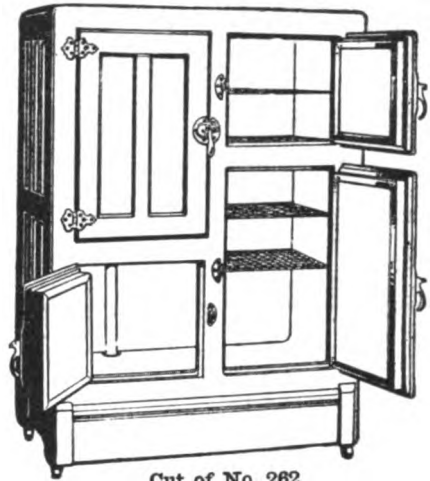
DISTRIBUTORS

827-831 Mission Street, San Francisco, Cal.

The Box With a Perfect Circulation

Alaska Refrigerators are Not Built Down to
a Price but Up to a High Standard

LET US FIGURE WITH YOU ON YOUR REQUIREMENTS
FOR THE SEASON'S BUSINESS



Out of No. 262

THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us



"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We are making additions
to our stock as rapidly as
conditions permit

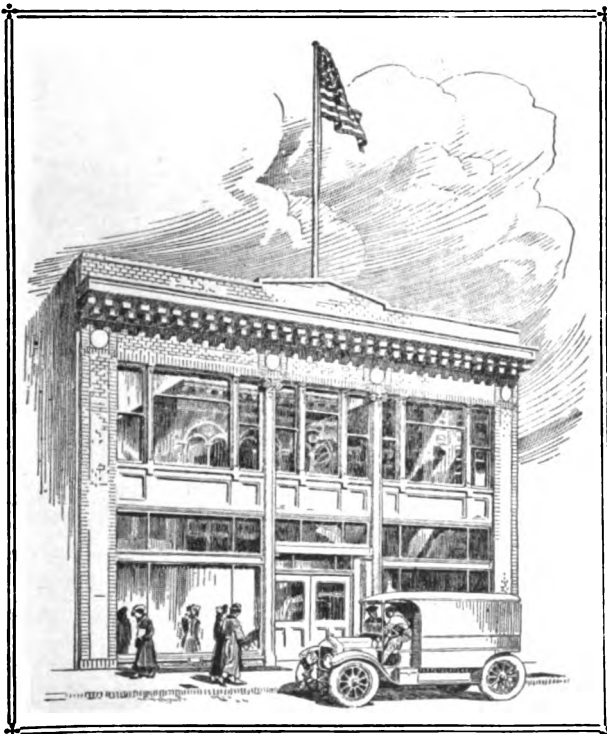
"TRY US FIRST"

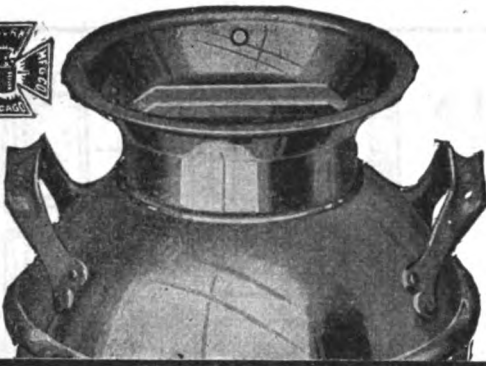
H. ROTH & SONS

Specialty Hardware Jobbers

942-944-946 Mission St.

SAN FRANCISCO - - CAL.





Add to Sales and Profits

DEALERS sell *more* Sturges Milk Cans and make *bigger profits* because Sturges cans have so many superior values which dairymen want.

Guaranteed Capacity—hold just so much and no more. Made of highest quality steel. Designed to give longest lived and most economical service. Inside heavily tinned and all seams soldered smooth makes them easy to clean and keep sanitary to the highest degree.

Sturges cans will bring to you the trade seeking reliable dairy equipment and help increase your sales and profits. Write for complete information and Catalog No. 29X

Sturges
Milk Cans

**Sturges & Burn
Mfg. Co.**

Makers of Sturges Guaranteed
Capacity Milk Cans
Chicago, Illinois

More Light Than 20 Oil Lamps

THE sensation of the Lamp Industry—
a match-lighting gasoline lamp. No torch
needed. Just use a match as with the old time oil
lamp. Gives a brilliant, steady, white light of 300
candle power, **brighter** than the brightest
electric light, **safer** than the safest oil
lamp, **cheaper** than
candles.

The **Coleman**

Quick-Lite



Lights
with
a
Match

makes and burns its own gas
from common gasoline. No wick
to trim—no globes to wash. No
dirt, grease, smoke or soot. No
danger of fire or explosion. Fuel
can't spill—no danger if tipped
over. **Guaranteed Five Years—**
will last a last a lifetime. The triumph of
W. C. Coleman, originator of the portable
gasoline lamp. For information, address
nearest office for Catalog No. 38.

The Coleman Lamp Co.
Wichita, St. Paul, Toledo,
Dallas, Chicago.

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very
coarse stream. Made for half-inch connections. Has
25'-0" distribution with 75 pounds pressure. Made of
non-corrosive metals. Has but three parts, nothing to
wear out. Flush with ground when not in use, made to
cover one half circle or full circle. Write for sample—
booklet and prices. For Sale by

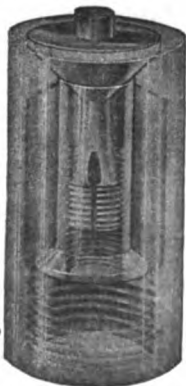
W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah



Closed



Open

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

The only can and
pail your
trade knows
by name and
reputation



3 sizes Pail

Every customer who comes into your store knows that Witt's outlasts two ordinary cans—knows that the Yellow Label means satisfaction guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

**WITT'S CAN and
PAIL**

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co. San Francisco
Dohrmann Commercial Co. San Francisco
Dunham, Carrigan & Hayden Co. San Francisco
Heyman-Weil Co. San Francisco
Holbrook, Merrill & Stetson, Inc. San Francisco
Mangrum & Otter, Inc. San Francisco
Sneller Bros. & Co. San Francisco



4 sizes Can

SALES HELPS

To every dealer selling Witt's Can and Pail we will furnish free electrotypes for newspaper advertising, envelop stuffers, window and counter display cards, street car cards. Many dealers find that these helps increase their business.



*We Want Every
Progressive Hardware
Dealer To Have His
Copy Of Our Catalogue*

You should have it because it covers a complete line of high-grade, accurate and dependable scales—the kind that build renewal business.

Grocers' Scales, Candy Store Scales, Household Scales, Physicians' Scales—a scale for every need.

FOSTER BROS.' CUTLERY

which is a part of the complete Chatillon line, offers a rare opportunity to dealers interested in Butchers' Tools and Household Cutlery.

**Are You a
CHATILLON DEALER?**

If not, send today for catalog, prices and liberal trade discounts.

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street

New York City

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - **MASSILLON, OHIO**

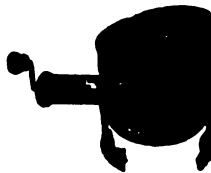
Trade mark "Boomer" Registered—No. 58228



2 BROOMS IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)



GENUINE HUNTER'S SIFTER

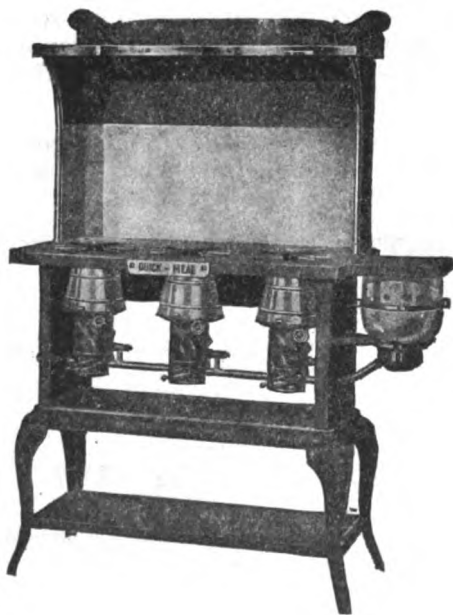
The Standard for a Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



"QUICK MEAL" Oil Stoves

Have proven themselves
to be the best.

That is why there are so
many more of them sold
than others.

Write and Secure
Agency

RINGEN STOVE COMPANY Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

The New "Liberty" Postal Scale A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.

RUTEMBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers. Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

Write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.
Marion, Ind., U. S. A.



Handsome Olive Green Enamel Finish

—high speed oil saving burners—perfect working qualities and a construction that is rigid and durable—these are the things you will find in the **CLARK JEWEL**.

It's because **CLARK JEWEL Oil Stoves** are such good looking and good working stoves that dealers have such excellent success in selling them.

CLARK JEWEL Oil Stoves always make pleased customers, the kind that will come back and bring their friends with them.

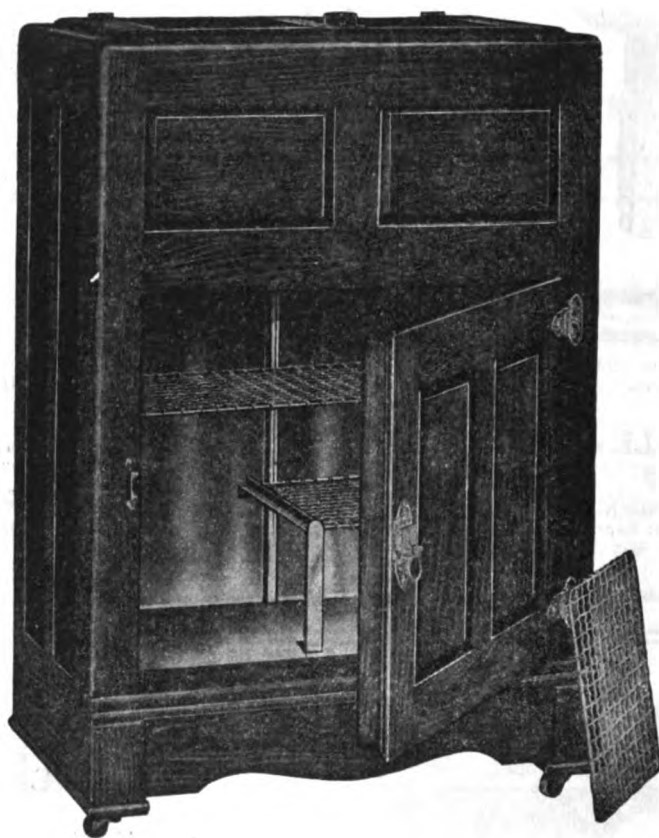
GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

Monarch Refrigerators



Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

Monarch Refrigerator Works
Burlington, Vermont

SEND FOR 1919 CATALOG

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost No Nore Than Imitation or Inferior Articles

But They Build Up
Your Trade and Satisfy
Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.

**EXAMINE SAMPLES OF THIS
WARE AND PROVE IT
FOR YOURSELVES**



Trade Mark "EMCANY"
Reg. U. S. Pat. Off.

Deep, Not Polished, Lipped

Sold by All First Class Jobbers Throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

**DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.**

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

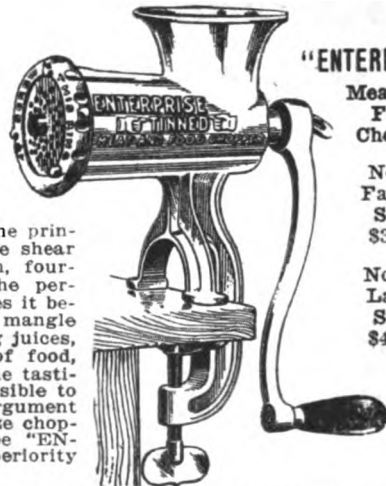
Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles, Cal.; Turnbull & Cox, Denver, Colo.; Strimble & Cox, Seattle, Wash.

"ENTERPRISE"

The Name Familiar to Every Housewife

The housewife who looks after the purchasing of the family meat supply has most likely seen the "ENTERPRISE" Meat-and-Food Chopper at her butcher's—for most butchers use it. To her the fact suggests quality, efficiency and dependability. From which she rightly reasons that this must be the make of chopper she ought to have.

Though the size the butcher uses may be larger, the principle is the same—the true shear cut, produced by the keen, four-bladed steel knife and the perforated steel plate. He uses it because it **cuts clean**, doesn't mangle or force out the nourishing juices, doesn't waste a particle of food, and gives his customers the tastiest chopped meat it is possible to produce. Is this not argument enough why the family size choppers you handle should be "ENTERPRISE"? Their superiority is unquestioned.



"ENTERPRISE"
Meat-and-Food
Chopper

No. 5
Family
Size,
\$3.00.

No. 10
Large
Size,
\$4.75.

"ENTERPRISE"

Sausage
Stuffer and
Lard Press
Japanned.

4-qt. Size
\$11.00

6-qt. Size
Japanned
\$12.50



The "ENTERPRISE" Lard Press and Sausage Stuffer pays for itself in the waste it saves—extracts every last bit of lard—and with less time and trouble. "Enterprise" superiority throughout! Emphasize these arguments and note the increased sales. Keep the "Enterprise" in stock the year 'round—it is a splendid fruit press, as well as a sausage stuffer and lard press. Corrugated spout; true-bored cylinder; broad lipped strainer are among its features.

"ENTERPRISE" sales helps free on request

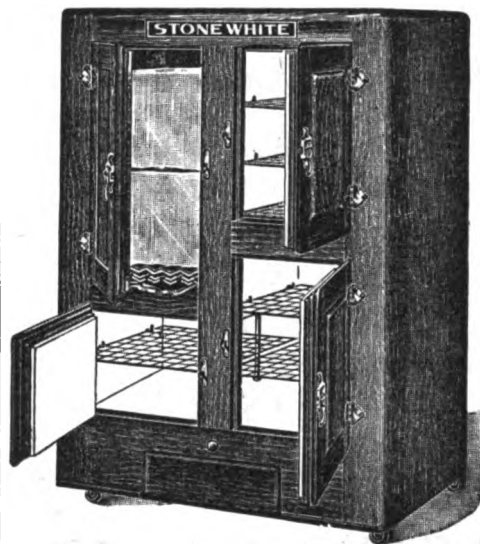
THE ENTERPRISE MFG. CO. OF PA.

New York
29 Murray Street

Philadelphia, U. S. A.

San Francisco
77 O'Farrell Street

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

New York City

Boston, Mass.

Atlanta, Ga.

BRANCH OFFICES:—
Dallas, Texas
Melbourne, Australia

San Francisco, Cal.

Denver, Colo.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

Ladd All - Steel Beaters

PROFITS ONLY IN QUALITY GOODS. Every time your store employing men, sells the cheapest Egg-Beater, it loses money. It also loses opportunities, first to make a suitable profit and next, to provide your customer satisfaction. Chain stores, employing children clerks, should sell such goods; let them. Every woman knows they are unsatisfactory and **CAN BE SOLD** a better article. Your men clerks are employed for **THAT PURPOSE** and unless they do, **NO PROFIT** results. The store motto, "A fair profit on every sale," can't be beat.

LADD ALL-STEEL BEATERS alone provide suitable profits and entire satisfaction.

Consumer's choice of 3 holding handles.

JOBBERS the world over and US.

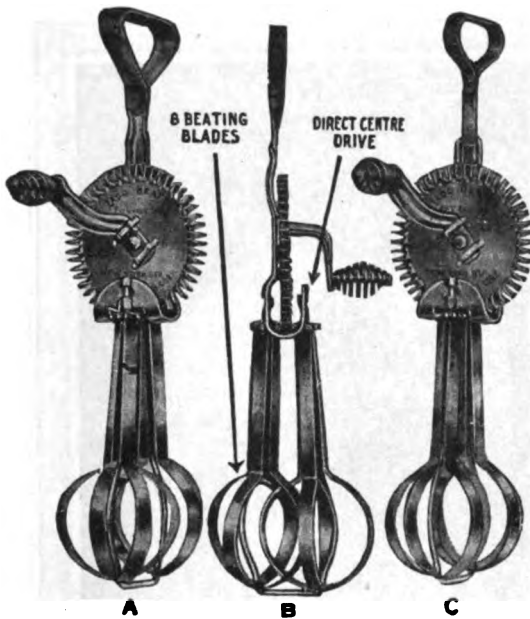


LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
1133 Broadway, New York



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



A Gift and an Heirloom

"With this new silver I want you to have some pieces that I received as a bride. The patterns are widely different, but the brand on the silver is the same. It should last throughout your lives as mine has."

The picture above is imaginary, the incident is typical of 1847 Rogers Bros. experience.

The letter to the right is one of hundreds that come to us unsolicited.

Teaspoons, \$3.00 a set of six. Other pieces in proportion. Sold by leading dealers
Send for Catalogue.

INTERNATIONAL SILVER COMPANY, MERIDEN, CONN.

1847 ROGERS BROS.

SILVERWARE

The Family Plate for Over Seventy Years

Queen Anne Pattern

*Extract from letter dated
October 5, 1918*

"I have six teaspoons of a pattern most quaint and pleasing. They were given to me by my husband's mother. She purchased one dozen some forty-odd years ago, and used continually six of them. . . . I saw these teaspoons last Christmas and they were in fine condition. No one could think they had seen such service. . . .

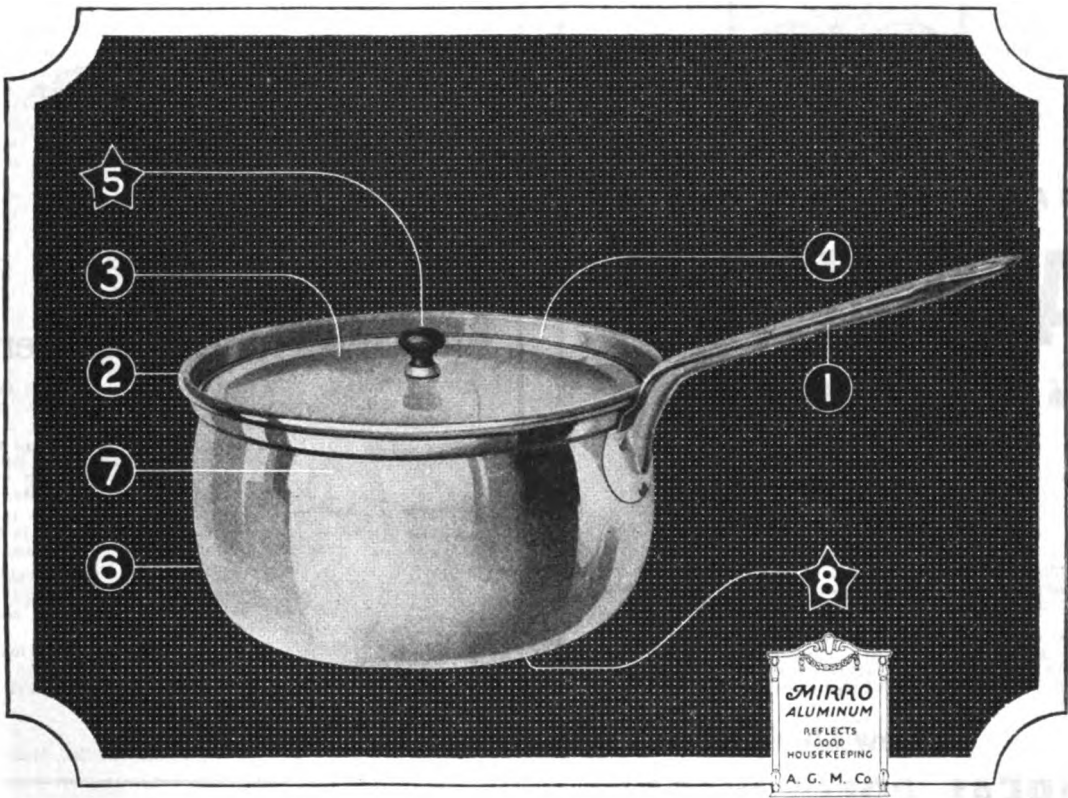
"I don't know exactly why I have taken time to write you this; I think to prove to you that truth is stranger than fiction, and that Rogers Bros. 1847 Silverware has no peer. Surely no other silver, plated silver, could boast of forty years of continual service."

(Name on request)



*Made in
Only One Quality
the Best*

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.



Another Mirro Luminary

Convex Sauce Pan—8 Quality Distinctions

Think of Mirro Aluminum as more than unusually beautiful, more than unusually convenient, more than unusually durable. Think of it as time and fuel saving—a shining aid to better meals—the ware that most truly reflects good housekeeping.

This Mirro Convex Sauce Pan, for instance: Note the eight splendid features that instantly commend it to the discriminating home-keeper. Then remember that it is this same quality which has made the entire Mirro line such an unprecedented success everywhere:

(1) This shows the hollow steel handle, comfortable to the hand. (2) Tightly-rolled, sani-

tary bead, free from dirt catching crevice. (3) Inset cover prevents boiling over.

(4) The bead of cover is upturned, and thus protected against steam and liquid. ☆(5) The rivetless, no-burn, ebonized knob—an exclusive Mirro feature. (6) Convex sides prevent contents from pouring off when liquid is being drained.

(7) Famous Mirro finish, and ☆(8), the Mirro trade-mark stamped into the bottom of every piece, an identifying mark of Mirro quality throughout.

Aluminum is the modern kitchen ware. And it finds highest expression in Mirro, the quality line, the many-feature line, the line that is moderately priced.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM

Reflects
Good Housekeeping



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

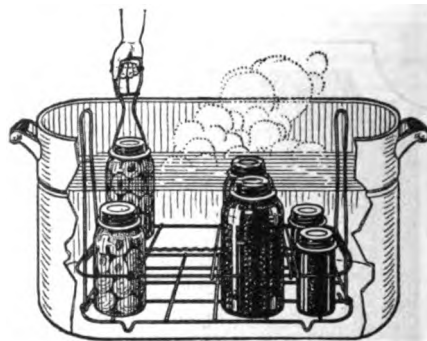
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

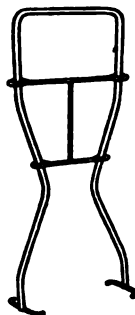
We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



Showing Them Sells Them



There will be a bigger demand than ever for Home Canning Outfits this season.

The Pearce Outfit, endorsed by the Good Housekeeping Institute and other organizations, is one of the most economical and practical outfits made.

The Locktite Pearce can lifter is to be found on no other outfit. It is the most simple and satisfactory of any.

If your jobbing connections cannot supply you, write us direct.

Needs only to be displayed to make sales.

Has points of superiority not found in any other.

Write for Full Description and Prices.

PEARCE CO.

Carroll Ave. and Cherry St., Grand Rapids, Mich.

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.
HUGHSON & MERTON

Pacific Coast Agents
San Francisco, Los Angeles



This Service Catalog is Yours



You Need This New UNIVERSAL Service Catalogue

It shows a specially selected assortment of **UNIVERSAL** products which should be in the stock of every hardware dealer.

Your profits increase with your turnover. Concentrate on goods you can get and sell quickly.

Your jobber can ship on receipt of order goods listed in this catalogue.

If you have not received a copy write for it today.

LANDERS • FRARY & CLARK
• NEW BRITAIN • CONNECTICUT •

UNIVERSAL



PRICES, SAMPLES, ETC.
UPON REQUEST

U. S. Department of Labor Says

Let every building be built so well that the
owner will be

ENCOURAGED TO BUILD ANOTHER

PIONEER Says

Every dealer can always give every owner the
guarantee of service and satisfaction with
every roll of Pioneer Roofing

MADE IN A GRADE FOR EVERY KIND OF BUILDING

How About Your Stock of Roofing?

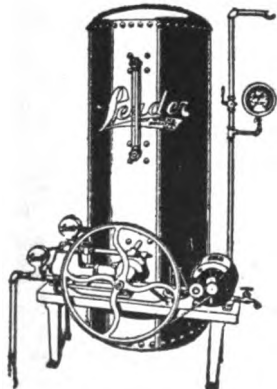
PIONEER PAPER COMPANY

Manufacturers Since 1888

247-251 South Los Angeles Street, Los Angeles, California

Leader
TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

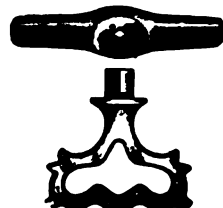
853 Folsom Street
San Francisco, California

Sole Distributors

Ears, Handles, Etc. FOR TINWARE MAKERS



Berger's Ear



E. E. Tarabochio



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of **TINNERS' and ROOFERS' SUPPLIES.**

BERGER BROS. CO.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory—110-114 Broad St.

PHILADELPHIA

CASTERS

FOR EVERY PURPOSE

"Gem" Roller Bearing Truck and Furniture Casters

"Harvard" Ball Bearing Casters

"Yale" Truck Casters

"Universal" Ball Bearing

"Universal" Oblong Plate

"Universal" Philadelphia Type

"Universal" Metallic Bedstead Casters

"Heron" Wool Wheel Hospital Bed Casters

Automobile Hardware

Furniture Trimmings

SOLE MANUFACTURERS OF "FELTOID" CASTERS



THE BASSICK COMPANY

General Office, Bridgeport, Connecticut

THE M. B. SCHENCK COMPANY
Division

UNIVERSAL CASTER & FOUNDRY WORKS
Division

THE BURNS & BASSICK COMPANY
Division

PACIFIC COAST REPRESENTATIVE

EUGENE C. SAUL, Monadnock Building, San Francisco, Cal.



*Our Catalog for 1919
is Ready*

The Baldwin Refrigerator Co.
Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

First, Ask How We Help You Get Started

Before you do anything about a washing machine contract—before you decide on any detail—

First, ask us how we help you get started with the Automatic.

We have just printed a booklet that tells all about the Automatic Helps—ways in which we come into your territory at our own expense, and help you get started selling Automatics. It is the most liberal selling policy, we believe, in the industry.

Of course, you want a line of Electric and Power Washers. Hardware Dealers everywhere are capturing this business, and it is growing faster than almost any other department of the store. Some Hardware Retailers are selling more than 100 Automatics a year—partly because of their own aggressive selling methods, partly because of the merit and prestige of the Automatic, and partly because of the way we turn in and help.



Belt Power Model
No. 5.
Same Style With
Electric Power

4 Belt Power Models



4 Electric Models

The Automatic Washer is known as the simple, no-trouble machine.

It washes a tub-full in 7 minutes—everything beautifully clean—from heavy blankets to fine lingerie—without the least injury.

All Automatic Washers wash and wring separately or both at same time.

The Wringers are 3-position swinging reversible, built with strong maple frames, water-proof ball bearings with galvanized races, and equipped with the best rolls made. Rolls are instantly reversible and have instant release.

Write for full information.

Automatic Electric Washer Co.

314 Third Street, Newton, Iowa

WESTERN DISTRIBUTORS

Los Angeles, Cal., A. A. Wilson,
751 S. Spring St.

Salt Lake City, Utah, Intermountain Elec.
Co., 43-59 E. 4th So.

Portland, Ore., Fobes Supply Co.,
285-287 Couch St.

FREE TO YOUR CUSTOMERS
Two valuable Household Booklets—
“Formulas for Soaps and Cleaning
Compounds” and “Cleaning Hints.”



For Large
Families
and
Small
Hotels

Belt Power Automatic
Twin. Same Style With
Electric Power

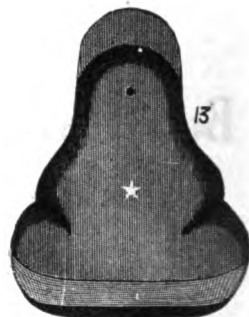
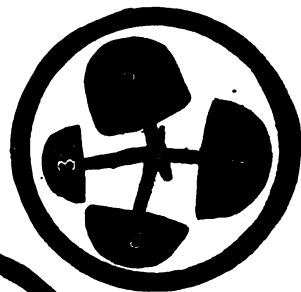
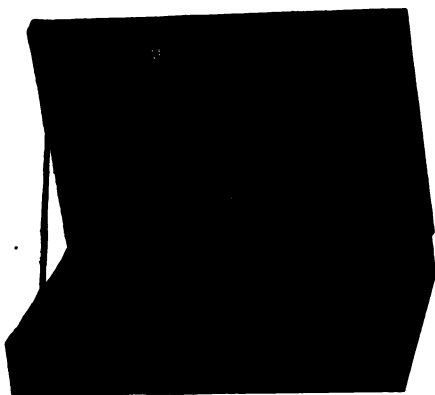
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.



AN ENVIABLE POSITION

Merchants representing the Voss Line of Washers are envied by their competitors on account of their being able to sell the most critical and discriminating consumers.

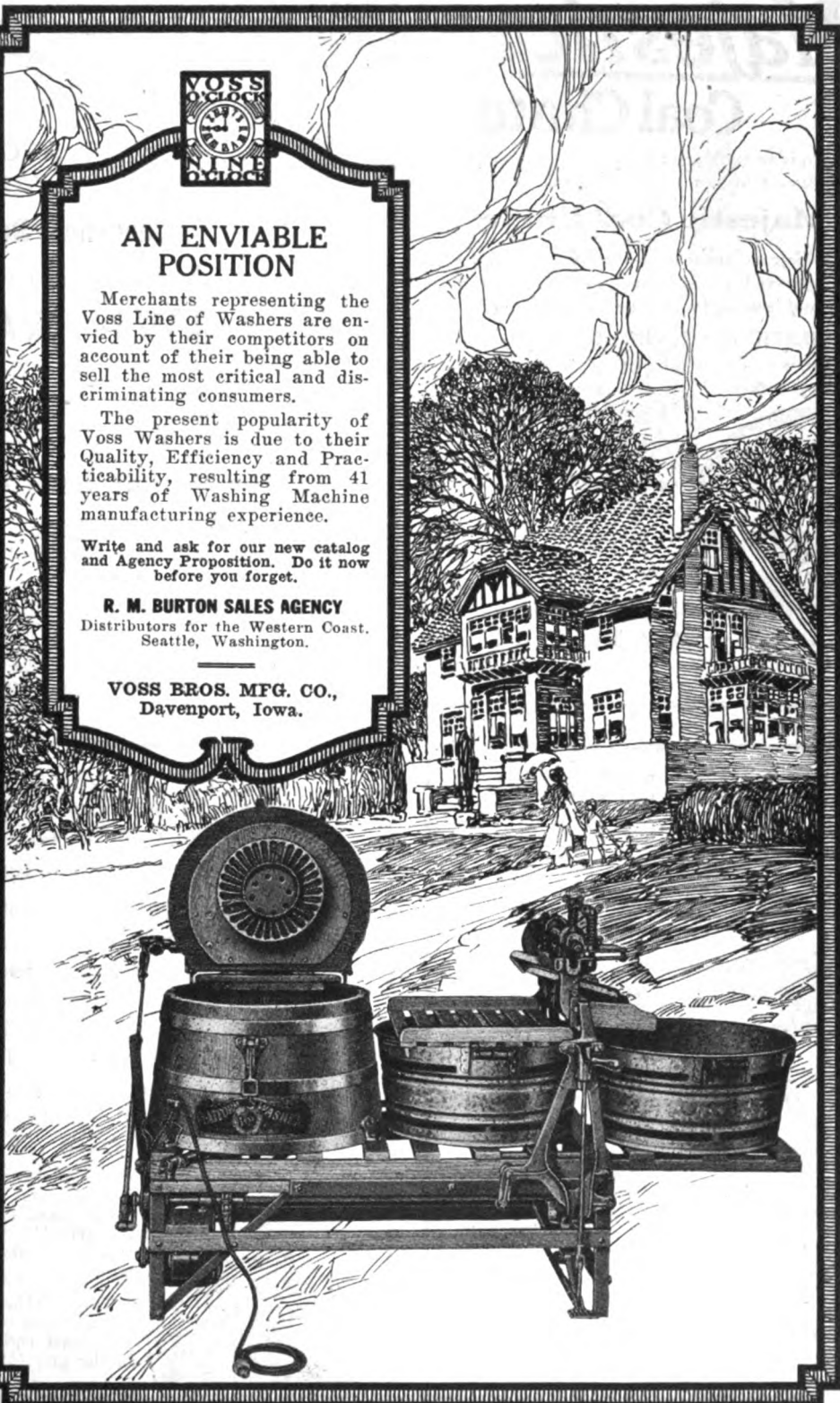
The present popularity of Voss Washers is due to their Quality, Efficiency and Practicability, resulting from 41 years of Washing Machine manufacturing experience.

Write and ask for our new catalog and Agency Proposition. Do it now before you forget.

R. M. BURTON SALES AGENCY

Distributors for the Western Coast.
Seattle, Washington.

VOSS BROS. MFG. CO.,
Davenport, Iowa.



The *Majestic* Coal Chute

There is an extra good profit for dealers and a pleased customer—on every sale of the
Majestic Coal Chute

The Majestic appeals to every builder, in that it improves his foundation, protects his building and lessens depreciation on his property.

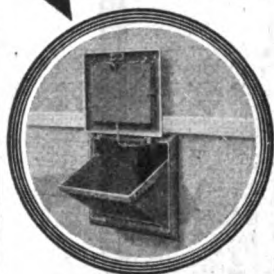
MAJESTIC FEATURES—The Majestic Coal Chute is easily installed in homes already built or new homes. It protects the building from bounding coal and coal dust. Locks automatically. Constructed of cast semi-steel and boiler plate.

Write for Catalogue.
Get our discount sheets.

**THE
MAJESTIC CO.**

1320 Erie St.,

HUNTINGTON, IND.



FOUR BIG SUCCESSFUL SEASONS Have Made THE HAZLETT Dandelion Rake

Thousands in Use
Giving Satisfaction



The
**ACCEPTED
STANDARD**

**Dandelion Destroyer
And General Utility
LAWN RAKE**

The Teeth gather the blossoms and foliage, the Curve carries it off and a push backwards cleans the rake. Mr. Dealer: Stock this Rake—start a Clean-up Week. It Sells, gives Satisfaction and shows a Profit. Insist that jobbers give you **HAZLETT RAKE**—there are imitations, but the Hazlett Rake is the Right One. Two sizes—16" and 23" heads.

The Hazlett Hand Weeder



Good 40c
and 50c
Seller

**THE HANDIEST GARDEN
TOOL ON THE MARKET**

A real Mulcher and Sure Weed Killer. Note the V-shaped teeth and proper position bend of the head. A tempered Hoe blade opposite side. Come 18" and 50" Handles.

Ask your Jobber. Write us for particulars or samples.
C. A. Hazlett Dandelion Rake Mfg. Co., Kearney, Neb., U.S.A.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

**The Popular One-day Intermittent
Alarm Clock**

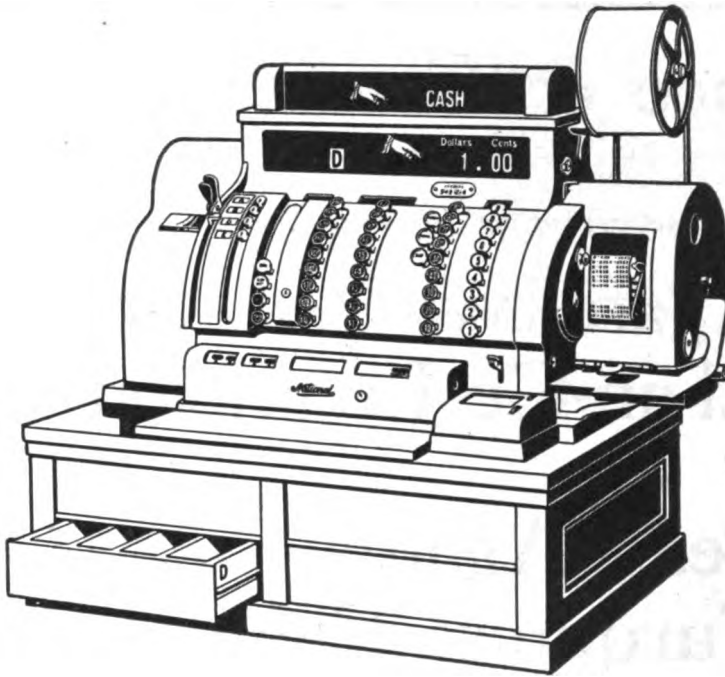
The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.

The clock is only 3 1/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."



MORGAN & ALLEN CO.
150 Post Street
San Francisco, California



The best store improvement you can make

The best store improvement you can make today is to install a modern National Cash Register—because it will build up and systematize your business.

A modern National Cash Register will raise the tone of your store, make your clerks more efficient, and put you in the class of up-to-date merchants.

It will enable you to save expense in running your store, and thus release money for other purposes.

It will make possible quick, accurate service to customers—the greatest inducement

that any merchant can offer to get and hold trade.

It will give you unequalled protection, that will check every cent of your profits into the bank.

It will give you information that will enable you to control your business.

A modern National Cash Register is a store improvement that will quickly pay for itself out of what it saves.

In the face of increased competition you cannot afford to postpone making this improvement.

The National Cash Register Company, Dayton, Ohio
 Offices in all the principal cities of the world
 Old registers repaired, rebuilt, bought, sold, and exchanged

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

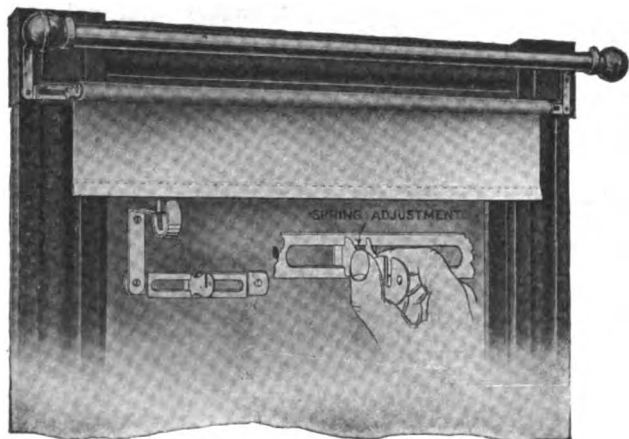
San Francisco

UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a long-felt necessity. **Neat, compact, convenient.** Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store
234 Water Street

**NEW BRITAIN,
CONN.**

Why Didn't Somebody Think of This Before?

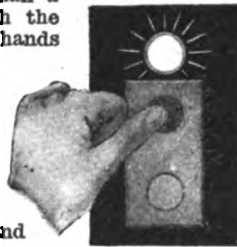
—a thumb-tack that glows at night

A THUMB-TACK, yet a great deal more than a thumb-tack, for its head is coated with the same luminous substance which is on the hands and dial of Ingersoll Radiolite Watches.

Think of the hundreds of things that are hard to find at night: electric push-buttons, key-hole, switch, telephone, match-safe, etc.!

Stick an Ingersollite Locator above the object. Its round head glows through the darkness like a guiding star. It takes you safely to the exact location—saves mutterings and stumblings, shines and temper.

Think, too, of the many corners, doorsteps, obstructions that are dangerous in the darkness. The Ingersollite Locator is a never-failing warning signal. It fits into a thousand and one places.



Ingersollite



This green and black display case has an easel back. Holds 100 Locators. The Locators are attached to a slide, which pulls out at the top of the case. In this way, the stock is protected. Window card of similar design is also supplied free.

Locaters

The Ingersollite Locator is its own salesman. In your window, on your counter, its snappy display case attracts crowds, produces sales.

Ingersollite Locaters will be advertised nationally under the Ingersoll name. Get known at once as the Locator store. A trial carton—including free display case and window card—sells to consumers for \$25 and pays a handsome profit.

ROBT. H. INGERSOLL & BRO.
315 Fourth Avenue, New York City
Chicago San Francisco Montreal



180 pages,
bound in red
Atholeather;
gold title;
good paper;
handy size,
4 1/2"x7".

184 pages,
bound in red
Atholeather;
gold title;
good paper;
handy size,
4 1/2"x7".

Your Customers Will Want Both Books

These handy reference books are of exceptional value to your customers—when you show them the high-quality Starrett Tools also show them these books. They will help you sell more tools.

Both books are edited by men prominent in the machinery field—men who know exactly what is most vital for the beginner as well as the experienced man.

Volume II, for Practical Machinists

Sequel to Volume I.

180 pages of important technical data, tables relating to machine speeds, power transmission, drilling, turning and milling, materials, etc.

Volume I, for Machinists' Apprentices

Now in 4th Edition.

184 pages of material that shows "how to do it." Essential to the beginner—valuable to the experienced machinist. It deals with the layout and precise measurement of work.

If you haven't stocked, write us immediately
Also ask for Catalog No. 21 BF

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



New York

London

Chicago
42-900



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1919 by the HARDWARE WORLD. All rights reserved)

Volume XIV

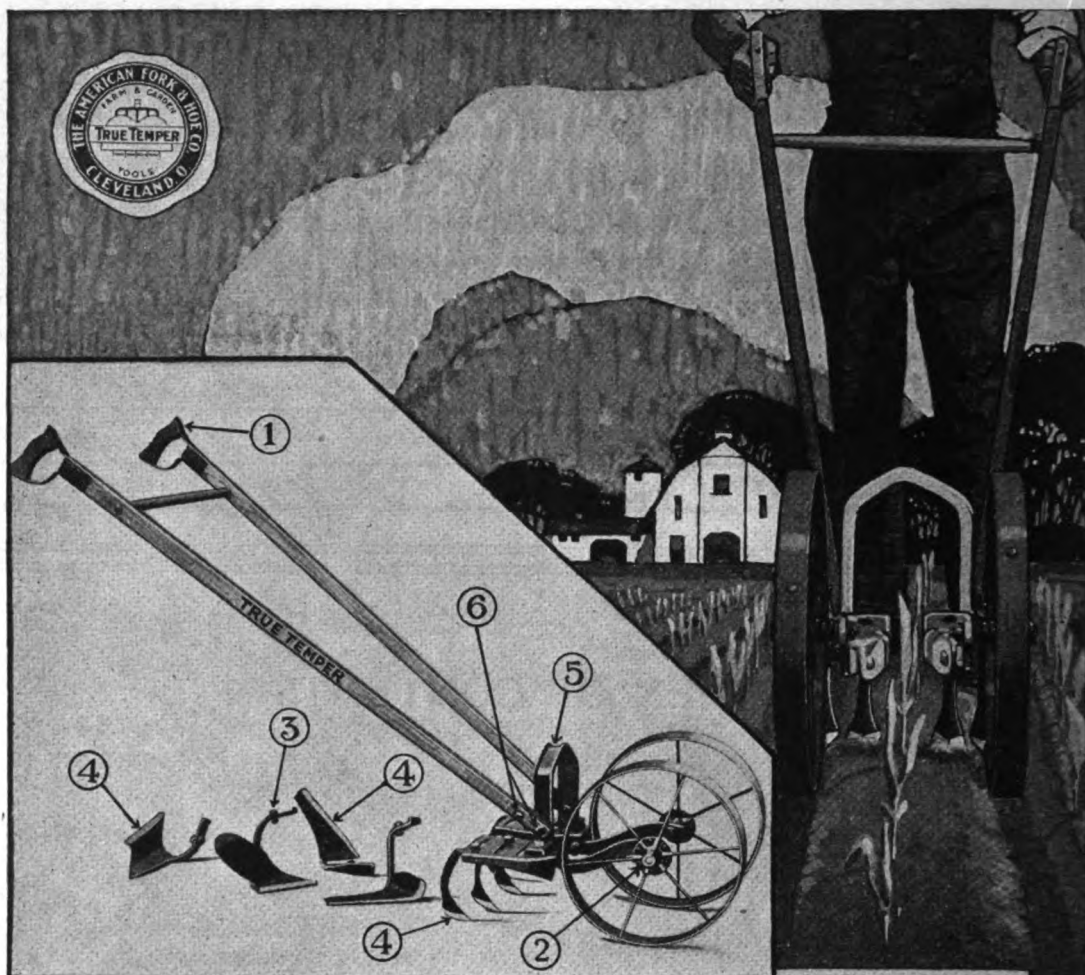
MARCH :: 1919

Number 3

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

	Page
How Do You Accept Suggestions and Criticisms?.....	83
The Patriotism of Peace.....	84
Stimulate Seed Planting.....	86
More About Trade Acceptances.....	88
The Opposite Side of the Counter.....	90
Reflects Brilliancy of Their Products—George N. Allen.....	92
Experiences of a Business Man Who Was His Own Lawyer.....	96
Suggestions to a Clerk.....	97
Don't Arrest Anyone for Fraud Unless You Know.....	98
Premium on Cowardice.....	99
Automobile Accessory Department.....	103-135
No Business Can Run Itself.....	106
Secret Contract Which Lost a Jobber Money.....	108
Self-Possession the Best Possession.....	114
Profits—Gross and Net.....	116
Business Opportunities	142-143
Plumbing and Heating Section.....	144-147
Practical Advantages of Plumbing Trade for Disabled Soldiers.....	148
Hiring and Firing Men.....	154
Ready-Made Mechanics	156
Retail Selling Prices.....	161-177



The TRUE TEMPER G-1 *Precision Wheel Hoe*

has six improvements never before found in any two-wheel Cultivator, besides all the advantages of the earlier types.

- 1 Comfortable handles—they fit the hand.
- 2 Dust protected, machined bearings, with adjustment for wear. The wheels will run true on the axles.
- 3 Rigid attachments with long bearings.
- 4 Solid forged tool steel teeth, hoes and plows, instead of the usual stampings riveted to cast iron shanks.
- 5 Structural Steel Arch, which gives stiffness.
- 6 May be quickly converted to a single wheel Fire-fly type machine of one-half weight.

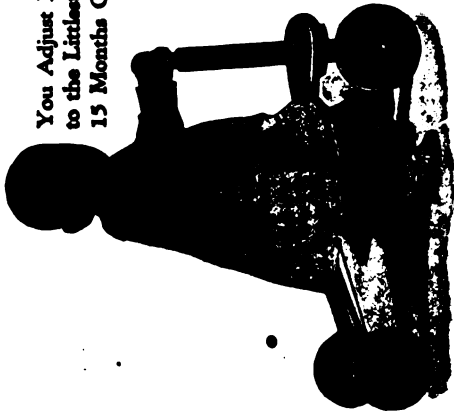
Ask Your Jobber

THE AMERICAN FORK & HOE COMPANY, CLEVELAND, OHIO

TWELVE DIFFERENT STYLES



You Adjust It
to the Littlest Kiddie
15 Months Old



THE
ADJUSTIT
CAR

Pat. July 3d, 1917

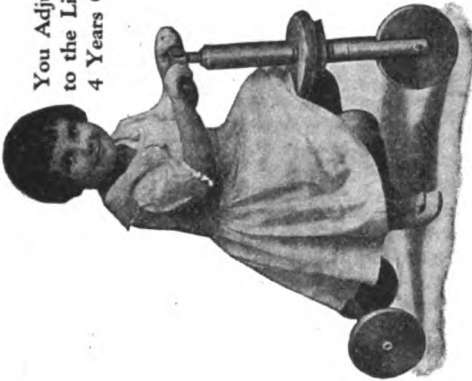
1 car in
ONE

1 car in
ONE

This Car Cannot Tip Backward

The "Adjustit" Car is in a class by itself. Metal bearings, forged steel axles, powerful steering post and steel truss make it indestructible and fit for the roughest kind of usage.

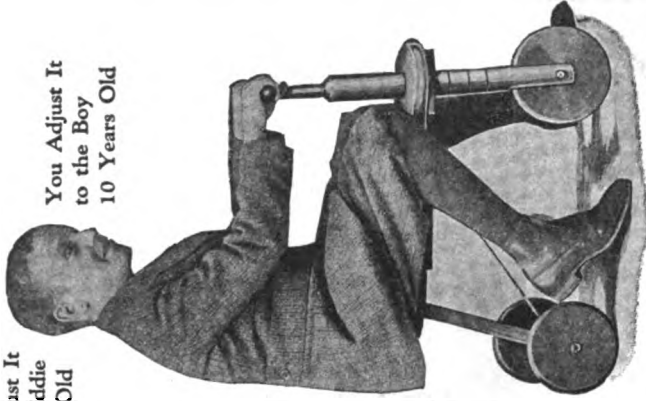
You Adjust It
to the Little Kiddie
4 Years Old



You Adjust It
to the Kiddie
7 Years Old



You Adjust It
to the Boy
10 Years Old



THIS IS ONE CAR ADJUSTED TO FOUR SIZES---THE DEALER NEVER RUNS OUT OF SIZES

SIZES—

Height of No. 1
Adjustment, 9 1/4 in.

Height of No. 2 Adjustment,
11 in.

Height of No. 3 Adjustment, 12 1/2 in.

Height of No. 4 Adjustment, 13 3/4 in.

This car can be adjusted in a few seconds without tools.

FINISH—

Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—

Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage. Will hold up 250 pounds and is the strongest child's car made.

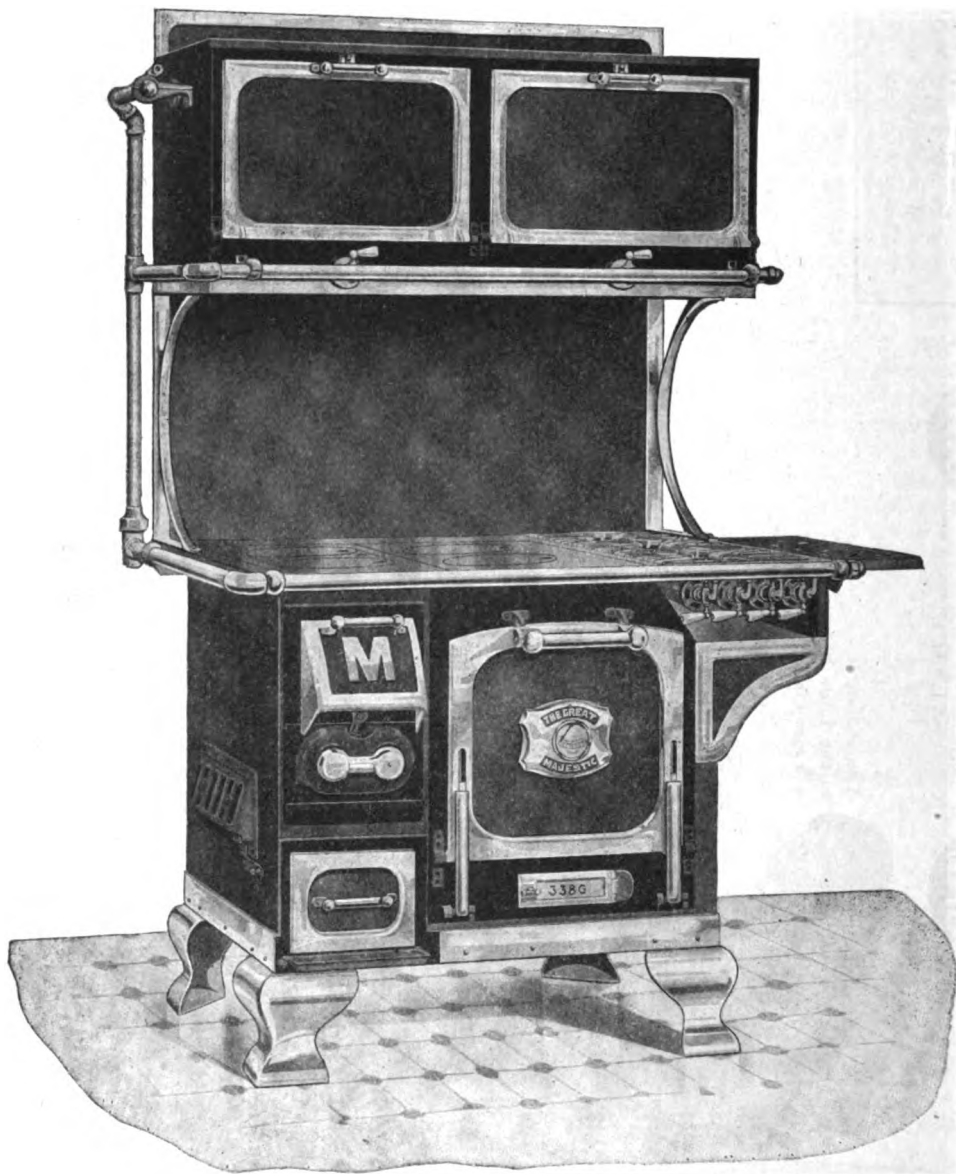
SHIPPING WEIGHT AND DIMENSIONS—

Crated in boxes of 2 doz. cars knocked down. Size of crate, 30 in. wide, 19 1/4 in. high, 32 1/4 in. long. Weight, 194 lbs.

The Adjustable Sales Corporation
1040 Jay Street, Rochester, New York
W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal.
Western Representative

For Sale by America's Leading Hardware Jobbers

"An Honest-to-Goodness Combination Range"



THE NEW
MAJESTIC
COMBINATION GAS-COAL-WOOD RANGE
COMPACT AND DEPENDABLE

Write for Circular and Prices

■ MAJESTIC MFG. CO. - - 2000 Morgan Street, St. Louis, Missouri

How Do You Accept Suggestions and Criticisms?

(Copyrighted)

WHAT is your attitude when suggestions or criticisms are offered concerning your work or your methods in your work? Of course you are pleased, perhaps elated, when the comment is favorable. Probably you expected praise; very possibly you deserved it. Yet often criticism does not come with the sunny side up.

Critic and crab start with the same "c," and quite often they keep close company beyond the start. Most likely the suggestion by your employer or the man over you was occasioned by some slip on your part. Something you might have done better, or something you didn't do at all, is brought to your notice. You may be pretty sharply taken to task for the occurrence. Perhaps the matter is gently called to your attention. In either case, what is your feeling, your attitude, your response to the suggestion or comment or criticism?

On your conscientious answer to this question depends to a considerable extent your whole future—whether you will make progress in your work, and in the end succeed, or whether you will move in the other direction, probably to secede altogether in the end.

To err is consistently human and has always been and will always be. "The greatest fault, I should say, is to be conscious of none," wrote Carlyle. Every man makes mistakes, and every man who is worthy of the name will see and admit his own. Yet nine out of ten resent adverse comment and suggestions when they are made by another.

The average person seems to feel that what he terms "hostile criticism is a reflection upon him. Perhaps he is over-sensitive. He considers that he has been slighted, and that comment is something personal. Sometimes he even seems to feel that his employer is trying to discourage him or "get rid of him," or that "the boss is down on him."

While exceptional employers may resort to such methods in exceptional cases, ninety-nine times out of the hundred such motives are farthest from their thoughts. You are being helped. Suggestions are being offered with a view of improving you in your work, to make you more valuable. Your faults are pointed out that you may see wherein you may improve. No business man wants to be changing his force continually. He prefers to develop and make more efficient those he has chosen, rather than constantly be breaking in new employes.

Perhaps you were in the military service during the last year or two. If you weren't, you surely had some close friend or relative

who was, so that you were intimately in touch with army or navy methods. Correction in the army comes without qualification, very frankly and freely. The non-com jumps on the private, the lieutenant bawls out the sergeant, and the superior officer calls down the subaltern.

Yet is there bitter resentment? Does the man who has been called feel that he has been insulted? Does he sulk in his tent or seek another commanding officer who shall appreciate his efforts more generously? Not for a minute. He knows what is wanted next time. He recognizes that a better soldier than he is taking enough interest in him to tell him wherein he may improve. They have a common end. Their thoughts are wrapped up in that end. And they realize that they must share opinions, and that the superior is leading the subordinate toward their mutual goal, for their mutual benefit.

We All Learn by Criticism

The merchant must look for suggestions from his customers, from those with whom he deals, not to mention the advice and pointed hints of his own employes. He receives critical help from the men whose wares he buys. If he is the right kind of a man, wide awake, with the spirit of service and helpfulness uppermost, he will accept all these suggestions in a constructive spirit.

The same attitude should govern the employe. Criticisms and suggestions are not to be received in any spirit other than one which will make the worker more careful, more thoughtful, more efficient. They should develop him, teach him to assume responsibility and use more care in his work, so that those to whom he may in turn entrust duties may likewise exercise the proper pains and vigilance.

When one has the idea that he is being "picked on" or abused or made ridiculous spitefully, he himself is on the down grade. It is the surest proof that he is seriously at fault. We should grow through responsibility, and it is only through our errors of commission and omission that we may forge ahead until the time when we ourselves shall be wise enough to be the critics and suggestors.

Take time to do the thing you have undertaken well. We all know the type of people who rush across a railroad track ahead of an approaching locomotive, and then draw up to watch the train go by. Safety first and satisfaction last are encouraged by refusal to be rushed into hasty contracts or improperly finished work.

The Patriotism of Peace

(By H. G. Lester)

WE HAVE heard a great deal about war-time patriotism. But there is no less, a patriotism of peace. It is to make your business and mine splendidly prosperous—a vital, forward urge, to all connected with it.

Have you stopped to realize that some 20,000,000 men have laid down their lives during the great struggle, and about 6,000,000 more have been sacrificed to the influenza epidemic? The men who made the supreme sacrifice of war were among the flower of the nations of the earth—young, virile, keen, alert, and in their prime. The toll of the plague was taken from old and young, and so has weakened both our present and our future.

We must not forget that during ordinary times a constant stream of immigrants land upon our shores, averaging several million a year, of the sturdiest people of foreign races and those possessing the most initiative.

Now, the situation is different. We are facing a tide of emigration. Reports show that something like 1,250,000 aliens applied for passage back to their native lands during the four years of the war, that they might share in the struggle and, especially, aid in the rebuilding.

When the European countries from which most of our immigrants came are assured of liberty and a square deal at home, there will be less incentive for them to come to us as in the old days.

Increasing Responsibility on Business Men

All this means an increasingly great responsibility which is being laid upon those who are now in business and who plan to go into business in the future. Our government has tremendous obligations to meet, to pay the cost of this war, and to finance the commercial and industrial expansion which our country must undertake if we are to continue to be permanently prosperous and to hold our place of leadership among the nations of the world.

If the government is to have the revenues with which to accomplish all this and to undertake increased transportation, it must get its money from business; and to have the money to meet these obligations, our business affairs must be maintained at flood tide. The business which lags will be looked upon as a slacker, for it cannot contribute as it should to the great national obligations.

During the war the government saw fit to exercise much firm control, both directly and indirectly. Many of these restrictions have now been removed. More will be removed as it is possible to do so safely, but the indications are that a certain degree of governmental control will be retained.

Business Failures Are Slackers

What would you think, my friend, if in the course of the next ten years, or even sooner, our legislators should take this attitude and say:

"As approximately 95 per cent of the men who go into business fail, and as we have about 15,000 business failures a year, and about 20,000 new enterprises started, many of which are doomed to failure from the beginning, we are not as efficient in our great department of commercial and industrial life as we should be. There must be a change. An immense amount of capital is being tied up in concerns which are no benefit to themselves or others and a lot of people are needed in essential, worthy occupations, as labor is none too plenty.

"Now a large number of individuals are tied up working for these concerns, which are just gasping from month to month. It's high time we passed laws declaring that any business which cannot show a reasonable profit or satisfactory explanation to the contrary, must close out. These concerns are dead ones and they must get out of the way and make room for live, progressive businesses, which are patriotic, because they are prosperous."

Really, when you come to think of it, this is pretty good logic after all! And isn't the man a slacker who so conducts his financial affairs that he doesn't make good use of his capital, his opportunity and the people whom he employs? The patriotism of peace implies the practical application of the new thrift, which says nothing shall be wasted and the best use made of everything which can be regarded as an asset.

Concrete Principles Necessary

Every line of business has its own individual characteristics and requirements, but the foundations underlying all business are much the same. Today we must understand and crystallize these into clear-cut, definite principles. Principles which shall not be used as mottoes merely to decorate the wall, but put into daily use.

First—The great "Made in the U. S. A." movement must receive our serious consideration. The man who makes or handles inferior goods with this mark, is not patriotic, because he is lowering the commercial standards of the country. A new appreciation of values must stand back of that trade mark until it comes to stand for quality and service and reliability the world over.

Trade Acceptance Will Become More General

Second—One of the greatest handicaps of business before the war was the inability of

wholesale and retail concerns to collect their accounts promptly, without giving offense and deliberately driving patrons to more generous competitors. The new business is going to see general approval of trade acceptances, which will necessitate that the man in business buy more carefully, meet his obligations more promptly, profit by his discounts regularly, and conduct his own selling business on modern, up-to-date, systematic lines. This will enable him to buy and to sell to better advantage.

Third—The new spirit of cooperation among all branches of business, and particularly among businesses in the same line, will be fostered by the activities, interest and guidance of the Federal Trade Commission. If this will protect American business and open the door to larger opportunities at home and abroad, well and good. The patriotism of peace will demand that the good of all will be considered, rather than the individual; that prices be fairly placed and profits of legitimate sizes only permitted.

Fourth—Opportunities for American youth must be developed and fostered. Many a town or city which could and should thrive, will find itself hard put to it for men equipped to fill its executive positions. As has been pointed out, we will have fewer coming to us from abroad, and many of our workers will go back to the land of their fathers. Towns and cities must get over the idea that the men who come to them from elsewhere are brighter and more progressive, and better able to develop business. Let every town and city have a live, active Chamber of Commerce, who will take an interest in the schools and give the young men and women opportunities at home to get a foothold and to look toward a career which will satisfy. Then the young blood will not move out and go somewhere else as soon as it gets the chance.

Favor the employment of American citizens in positions of trust. Have we not had sufficient example of aliens who have been ready to profit by our kindness and fair-mindedness, only to turn upon us later? This does not say that all aliens are necessarily alien enemies, but in any event, it is only fair to favor our own young people first in the giving of positions, provided they can do what we require of them equally well.

The patriotism of peace, broadly speaking, must embody three foundation principles:

First, the fostering of American business and commerce.

Second, the development of American initiative, enterprise and skill.

Third, the development of American native resources, the reclamation of waste land, and the inculcation of sound thrift among all classes of people.

Then will our country continue to be the "Land of the free and the home of the brave," and liberty will not perish from the face of the earth!

THE REAL TEST OF OUR LOYALTY.

Our loyalty has stood the severe test of war. Now it is called upon to stand the more severe test of peace.

War demanded our allegiance to but one flag—the Stars and Stripes.

Peace gives Anarchy—very thinly disguised and often called democracy—an opportunity to place another flag above the Stars and Stripes—the Red Flag of class hatred, of autocratic brutality, of utter selfishness, of out-Hunned frightfulness, of extreme inequality, of supreme unfairness.

Up to November 11, 1918, we freely offered all that we had—our treasure, our labor, our blood, our lives—to the bannered symbol of Democracy—a new name now freely used by Socialists and Bolsheviki.

Are we to be less Loyal to our Flag, to true government, now that the stern discipline of war is relaxed?

Is that part of the American's Creed—I therefore believe it is my duty to my country to love it; to support its constitution; to obey its laws; to respect its flag; and to defend it against all enemies,—so earnestly voiced by millions of Americans while our boys died on the battlefields of France, to mean less to us now that the fighting has ceased?

Are the will, the unity, the purpose, the devotion, the sacrifice that marshalled this nation in a solid and invincible front against the foes of true government across the seas, to be supine, pallid, inert, against the enemies of law and order in the United States?

Here lies the acid test of our loyalty:

If we listen without vigorous protest to the faintest suggestion that any flag shall outrank the Stars and Stripes in the United States, we are disloyal.

If we allow any one in this land to put any other flag above the Stars and Stripes—either actually or figuratively—without doing our utmost to prevent it, we are disloyal.

If we are less earnest, less active, in defending our nation at home than we were in defending it abroad, we are disloyal.

The Stars and Stripes is the symbol of unleashed Anarchy.

The real test of our Loyalty, of our Americanism, yes, of our very womanhood, now is in our practical answer to the vital question—which flag?

Doubt is the key of knowledge. He who never doubts never examines. He who never examines, discovers nothing. He who discovers nothing is blind, and will remain so.

It's not what you have done that counts—it's what you are doing now.

Stimulate Seed Planting

Merchants Can Increase Sales in Rendering Patriotic Service.

THE NATIONAL COMMITTEE ON WAR GARDENS has sent forth a warning that it will be more necessary than ever this year to plant, and plant widely and freely. We now must supply not only ourselves, but the nations of Europe and as much food will be sent abroad, the prices are pretty sure to continue as high as during the war, and it is the home garden, if anything, that will relieve the situation. The slogan, then, should be: Plant where you can; what you can; and do it now.

This is the greatest opportunity for effective publicity for seeds and grains that has ever been presented, and the hardware and implement dealers all over the country should make the most of it. Every man with gray matter in his head realizes that the more seeds planted, the greater will be the number of garden tools and field implements sold for cultivating and marketing the crops.

By means of newspaper, pamphlet and handbill advertising attention should be called to the advisability of planting early and freely. A couple that recently attracted attention to seeds and garden tools were run by San Diego, Cal., hardware men. The first was that of the Harris Co.

COPIOUS RAINS

Have made conditions ideal for gardening operations.

GOOD SEEDS and GOOD GARDEN TOOLS get good results.

We carry a stock of the best garden tools, consisting of hoes, rakes, spades, shovels, pruning shears, lawn rakes, etc.

Also wheel cultivators and seeders, separate or combined. Our Planet, Jr., is a combined seed drill, single wheel hoe, cultivator and plow in one implement. Saves Time; Saves Labor, and Saves Enough Seed in one season to more than cover its cost.

THE HARRIS CO.

Another good ad was Brakenoffs', who declared:

HOOVER IS RIGHT!

His orders are our law, and we are backing him up.

And you, Mr. Consumer, to be a patriotic, loyal citizen, plant a garden and help make it possible to have plenty of seed for all.

WE HAVE THE SEEDS—The Best That Can Be Bought.

BRAKENHOFF'S

When all is said, however, the most effective form of advertising is the show window. It is a primer that all can read. It attracts scores who do not read the newspapers carefully. It appeals to the eye of young and old. And the hardware man who has the most effective win-

dows is going to be the man who sells the most seeds and, incidentally, the greatest number of garden and agricultural tools and implements. For the dealer who is lacking in original ideas the following trims, which have been successfully staged by enterprising seedsmen and hardware dealers, may prove suggestive for effective displays suited to his own particular clientele.

Albert Cohn, featuring seed tape—that time and labor saving method of seed planting—had a decidedly catchy display. The window, which was only three feet deep, had the floor covered with moist earth. At one side was a little bungalow, three feet in height, overgrown with climbing roses, with a little man seated on the front porch. At one side two small figures—man and woman—were laying rows of seed tape, at the end of each row being placed a packet of the seed of the variety they were planting. At the other side was a small pond, made by placing a tin pan in the earth and covering the edges with moss, in which were aquatic plants and tiny metal ducks. In the background was a canvas drop, disclosing river and woodland. Above this was an arch on which were hung packets of flower and vegetable seeds. At either end were long panels, likewise covered with packets of seeds. Brown cards, lettered in white, in green frames, advised: "We have a complete line of seed tape for a successful garden," "Seed Tape can be planted by the housewife or children," and "Seed Tape eliminates backache and drudgery in planting."

The Germain Seed Co., Los Angeles, Cal., had a window that they called "Uncle Sam's Garden." The floor was laid out to represent a garden, with rows of radish and lettuce plants. In the midst, hoe in hand, was a wax model of Uncle Sam, in striped trousers, tall white hat and blue spangled vest. He was looking approvingly at two half-grown boys, in blue overalls, and wide brimmed straw hats, who were weeding and digging in the garden. Uncle Sam pointed with one hand to a large card: "Plant a garden; it is your patriotic duty." At one side was a three-cabinet panel filled with packs of seeds; together with a tripod formed of a hoe, rake and spade. Hung from the ceiling was a large sign:

DEFEAT THE HIGH COST OF LIVING PLANT SEEDS NOW

Garden Seeds

Grain Seeds

Flower Seeds

Down in front was shown a toy auto loaded with actual onions, and a small wagon holding

potatoes, beside which was a spade for digging them. Close to the glass were laid, lengths of hose, trowels, sprinkler, scratcher, pruning knives and shears, and in the background were hoes, rakes, mattocks, shovels, spades, wheelbarrow, lawn mower, garden hose and sprayers.

Meilings attracted much attention by showing an actual growing garden. The window was surrounded by a low picket fence, upon which were hung sickle and scythe, hoe and pruning shears. The floor was covered lightly with rich moist dirt and half of the display was given over to a flower garden, wherein were set pansy and marigold slips, while the other side contained bunches of vegetables—carrots, onions, etc. Extending diagonally across the window were two long furrows, in one of which was a line of seed tape. At one end was the life-size cut-out of a young woman, and at the other that of a small girl. (If wax figures had been used the result would have been still more effective.) The girl was kneeling, planting the tape in the earth, while the woman was covering the other end of the furrow with a hoe. A big sprinkler was by her side, while near the girl was a child's set of garden implements—hoe, rake and spade. Scattered throughout the display were packages of seed tape for both flowers and vegetables. A large card advised:

DEFEAT THE HIGH COST OF LIVING

Gain health and strength and reduce your vegetable bills by having a garden of your own. Insure accuracy and avoid thinning out by using seed tape for flower and vegetable seeds.

Although many of these windows sound somewhat elaborate, they are within the reach of any hardware man. The wax models can always be borrowed from a local clothing or dry goods store—who are only too glad of the added publicity given their firm by use of same; while the green flower and vegetable plants can be procured from any greenhouse. This original way of calling attention to their seed and implement line is sure to bring it forcibly to the mind of many a citizen who otherwise would neglect to make use of his little plot of available ground, and result in a largely increased sale.

KANSAS CITY HARDWARE CLUB ELECTS OFFICERS

At a recent meeting of the Kansas City Hardware Club the following officers were elected: President, Joseph Kenison, Kenison Bros.; first vice-president, F. V. Weinholdt, of Weinholdt Bros.; secretary, Ira Richardson, Richardson Hardware Co.; treasurer, A. F. Ellfeldt, Ellfeldt Hardware Co.

They had a good attendance and an enjoyable meeting.

THE BIGGEST WORD IN ANY BUSINESS.

For many years newspapers and magazines have been suggesting certain words as the biggest words in the language, i. e., words comprehending the widest scope of meaning or the largest activity.

But the biggest word in the vocabulary of the business world is service.

Service means helpfulness; advantage conferred; that which promotes interest or happiness.

Service is that quality which is not inherent in the goods you buy, but in the manner for which they are made, and the uses for which they are designed.

Service applies to all lines of professional, mercantile, and manufacturing activity. The physician and the lawyer render service, but unless rendered at the very time needed and in the manner best calculated to secure desired results, it is not service, but attention.

The grocer who takes your order this morning and delivers you today's dinner edibles tomorrow has performed all the labor incidental to handling your order, but he has not given you service.

Service is the element that counts. It is the one thing that distinguishes the successful house from the failure. It is not the goods you buy, but in the methods used by the seller in securing and delivering them to you.

Some times it happens that delivery by a fixed date is the most important service to be rendered, but more often service to the buyer consists in taking sufficient time to do the work accurately.

Promises are not performances. Keeping promises is service, in any line.

INCREASE THE CLERK'S VALUE

The businesses throughout the country which show the most noticeable progress are those where proper consideration is shown clerks. Your clerk is the most valuable asset in your business—he can bring you success or he can bring you failure. Treat your clerks as partners and not simply employees—confide in them—be courteous and kind to them, thereby setting an example of the courtesy and consideration you wish them to show your customers. Show them the fundamental principles of business and help them progress.

Let your clerks visit other stores and gain ideas how to improve the appearance of your store—familiarize your clerks more fully with the merits of the various goods you carry and give them talking points to sell them. If you cannot do this yourself, then you should insist upon the salesmen who sell you explaining the merits of their products to your clerks.

Wants to Know More About Trade Acceptances

IN RESPONSE to articles appearing in our pages relative to trade acceptances and their benefit to the trade, and especially to retail merchants, we have received a number of letters from our subscribers—manufacturers, jobbers and retailers, but in practically every instance, each has made the request that his letter be not published, or his name used—and yet each wishes to have the views of others, and to have them tell of their experiences—especially is this true of a number of retail merchants.

Typical of the letters received is the following from an Illinois merchant, who likewise requests that his name be not published:

Editor **HARDWARE WORLD**:

"Referring to the article appearing in a recent issue of the **HARDWARE WORLD** by Mr. Wells, on the subject of trade acceptances, wherein he seems to think that hardware merchants haven't had the trade acceptance plan properly explained to them, for one, I want to say as a retail merchant, I cannot see any advantage in it for retail merchants.

"For some time jobbers and manufacturers have been shortening the terms on which goods are sold, thereby throwing the financial work more and more on the retailers, when, as a matter of fact, they should carry their share of the burden.

"The writer has read a number of articles by different writers on the subject of trade acceptance, and its advantage to retail merchants, but it doesn't seem to me they amount to anything as far as benefiting the retail merchant is concerned.

"I try to keep a receptive mind, and am willing to be shown any advantages to the retail merchant. I would be glad to see a fuller discussion of the article in your pages."

The **HARDWARE WORLD** will be glad to give space to any of our readers for an expression of their views on this subject, and especially as far as the benefits to retail merchants are concerned.

It appears to be recognized that trade acceptances are an advantage to manufacturers and jobbers, and if to them, why not to retail merchants.

Most of the articles bearing on this subject have been directed to the manufacturer, jobber and banker, as a well known authority on this subject writes us, but we are not given permission to use his name, and we cannot violate his confidence.

Quoting further from his letter, he says:

"In reference to Mr. A. R. Wells' article, would state that it is true that retailers have not been educated as have the manufacturer,

the jobber and the banker, because it seemed essential to educate first the bankers who have not understood the use of both trade and bankers' acceptances, and it was essential that they should favor their use although there is no very great advantage to them in such use, it being primarily a credit instrument between buyer and seller and the banks are interested only in the discounting and collecting end.

"As to the fact that the retailer does not see why he should be called upon to give trade acceptances when the people with whom he has always dealt know him and believe him to be honest, of course he has become intrenched behind the habit of buying on open account, but there is no reason for his continuing to do so if there is a better way.

"There is an obligation resting on the retailer to consider every improvement in trade methods, whether in buying, selling or in credit. The open book account, as is well known, is the cause of many failures and of great losses which fall upon the public, in the last analysis. The retailer should be willing to give trade acceptances and in turn should, especially with sales of larger amounts, require his customers to give trade acceptances."

Our pages are open to any for an expression of their views, and we trust we may have permission to quote their name and address in full.

SOUTHERN HARDWARE JOBBERS' CONVENTION.

The joint convention of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association will be held at the Hotel St. Charles, New Orleans, La., April 8, 9, 10 and 11.

No better time of the year could be chosen for holding the convention at New Orleans, and as it is the first post-war meeting with the Southern hardware jobbers, the convention will be well attended.

New Orleans is an interesting city to visit at any time of the year, and particularly will the hardware men find it attractive and interesting at this time.

LET HIM SLEEP

(By Herbert N. Casson)

"I will stop advertising; that will decrease my expenses.

"I will reduce wages; that will increase my profits.

"Then I will cut prices; that will put me ahead of my competitors."

Hush! Don't wake him up.

ADVANTAGES OF THE USE OF TRADE ACCEPTANCES TO RETAILERS AND BUYERS GENERALLY

A "Trade Acceptance" is a time draft drawn by the seller of merchandise on the buyer for the purchase price of the goods and accepted by the buyer payable on a certain date at a certain place designated on its face.

The trade acceptance is not a sight draft nor a promissory note and is employed in the purchase and sale of goods.

A trade acceptance is simply an acknowledgement of a debt by the buyer in favor of the seller for merchandise the seller has placed in the hands of the buyer with which to pay this debt.

The buyer agrees to pay on a certain date at his own bank to the seller the amount of this certain indebtedness by writing across the face of the acceptance the word "Accepted," the date, the name of his own bank and his signature. This varies from the open book account method only in placing the debt in shape so that it can be sold or negotiated.

In giving a trade acceptance the buyer assumes no obligation until after the seller has relinquished title to the merchandise of equal value to the amount represented by the trade acceptance and the buyer binds himself to do no more than he expressly promised to do when he made the purchase, that is, to pay for the goods when the bill is due. The use of trade acceptances has the following advantages to the buyer:

1. Places the buyer in a class of preferred customers.
2. It checks overbuying.
3. It strengthens the credit standing.
4. It makes it unnecessary for the business man to hypothecate or sell his accounts receivable.
5. It makes it possible readily to convert acceptances into cash.
6. It eliminates the waste resulting from bad debts and slow collections.
7. It places the small man in a position where he can compete with those having large capital.
8. It simplifies bookkeeping and obviates the need of long book accounts and borrowing to enable the retailer to extend long credits to his customers.
9. They assist small business houses to secure the benefit of discount and low rates at banks.
10. The signing of an acceptance increases the financial standing of the giver because it shows prompt paying methods.

As a matter of national defense our credit system should be improved and strengthened in every way possible because of the certainty that the demands upon the United States for the

extension of credit are greater than ever before and will continue to increase. The form of credit most unavailable and rigid is that extended by the retailer to his individual customer, and every retailer can assist both by accepting the trade acceptances, which are sent to him by the one from whom the goods are purchased, and also in securing acceptances where amounts are reasonably large from his own customers, thus securing an agreement from them as to a definite time of payment. This is a way in which every distributor can co-operate in helping the credit situation of the country, and such co-operation is most patriotic.

WHAT THE CLERK OUGHT TO BE

(By Dr. Frank Crane in Philadelphia Bulletin)

The way to get a better position is to fill the position you have better than any one else could fill it.

Be honest yourself, and if you are working with dishonest clerks or a dishonest employer quit your job.

A clerk's best asset is being wide-awake and that you cannot be unless you get plenty of sleep.

Make your recreation contribute to efficiency in your work.

Watch the clock when you go to work, but not when you quit.

Be polite. Everybody likes it. Practice saying, "Thank you!"

Keep busy. If you have nothing to do, find something, whether it is for you to do or not. But don't be officious.

Remember your customers' names and faces. Train yourself in this. Keep a little book.

Never argue. Never be flippant or try to be funny. Be pleasant. Don't look glum.

When a customer is dissatisfied, sympathize, don't antagonize.

Don't keep up relations with anybody who discourages you.

Read. Read systematically. If you are ever going to get on it will be because of information in your head.

Talk positively, not negatively. Say "What else?" not "Is that all?"

Pay cash for everything you buy for your personal use.

Enjoy your friends.

YOU CAN'T AFFORD IT

You can't afford to be discourteous. If a man comes into your store to buy goods or to ask a question, see that he gets what he came for.

If you haven't the article he wants to buy and know a nearby merchant who has, you will make a friend of him by sending there.

If he asks for information, take the same pains to answer him intelligently as if he came to buy.

The Opposite Side of the Counter

I AM a customer. As I am the one to whom your goods are to be sold and whom you profess to be anxious to please, I am entitled to a hearing.

Hear ye! Hear ye!

I have small use for the salesman, however smooth and skillful he may be, who is cordiality itself when I meet him as a prospective customer with money in my pocket, in his place of business, and an hour or a week later he fails to recognize me on the street or trolley, or at the club.

I take it for granted that I will be served in the order of my arrival, and I resent it when I am passed by and the one who came after me is given first attention.

I am willing to wait a reasonable time when I go into your place of business, for I realize that you did not know I was coming and may have something which you must finish before you can attend to me. Yet it brings a feeling of indignation into my heart when I realize that I am standing there waiting your notice, like a poodle dog. You in turn are ignoring my presence with a lofty indifference, which, if assumed, is unbusinesslike; if natural, is contemptible.

I feel that you should have some cards printed bearing the classic statement: "You are a worm. We don't care for the trade of worms. Get out!" It would be very little trouble to hand me that card, and then, as man to man, I could settle with you.

I know for a fact that you are in business for the money you can make and, incidentally, the service you can give, rather than for your health, but while you are about it, it's a good plan to meet me, your customer, in such a way that I will have a pleasant recollection of my dealing with you and, when occasion arises, will anticipate coming back. You will get more profit from me at less expense if I am a "steady" than if I have to be sought and attracted each time by leaders and special advertisements. So I want to tell you something. It's a secret, and the secret doesn't amount to much until you share it with someone. Here it is:

I don't always feel alike. Some days I am in a talkative mood and then you will be wise to be a bit chatty with me. It makes me feel good. If I make a remark about the weather, or the strike, or the accident up the street, or the fire down the street, and you just grunt, I want to punch you. Being a customer, I am human.

Some days I feel grouchy, and when I am grouchy I am always sensitive and looking for slights. So don't give me a chance for a permanent grievance by being grouchy, too.

Don't be facetious, either, for that'll make me mad, but be wise and be courteous, kindly,

not too talkative, not too silent. Just the happy medium, as if your manner said: "I see, Mr. Customer, you have matters of importance on your mind. I respect very highly men of big affairs." The deference of your manner will please me and my grouch will disappear.

Some days I am in a genial, happy mood, and then I am particularly pleased by an appreciative listener who has an idea of his own. Oh, yes, I know you, too, have days of different moods, but it is part of your business not to drag your personal feelings to the front. It is splendid exercise to learn how to meet the other fellow's mood just right. Quite a game that!

I never enjoy having the man of whom I buy say to me: "No, this, that or the other which you inquire for went out of date a little while before the flood. We, being up-to-the-minute wiseacres, have something more modern."

Now, as a matter of fact, I always feel like coming back and saying, meanly, "I suppose. Old Big Wig, that it isn't good because you don't happen to have it! I know your bluff and it won't go with me."

I never like to hear one business man knock another. Few come right out and do it in the open, but occasionally—yes, frequently—a shrug of the shoulder, an uplifting of the eyebrow, the tone in which a question is asked, or a remark bearing a covert insinuation, constitute a pretty good knock. Sour grapes always set my teeth on edge!

When I make inquiry of you for something you haven't, it pleases me to have you offer to get it for me. But I don't like to have you insist on being allowed to order it that you may make a profit on the sale at no matter what inconvenience to me in the waiting. If you are wise—and some of you are—you will offer to get it, explain how long it is likely to take before the goods can be in my hands, and then will ask if this wait will cause inconvenience.

It even pleases me to have you suggest that I may be able to get it somewhere near in less time, or to have you suggest that you will see if you can locate it among others in your same line of business yourself. Once I see that you are considering my convenience and my well-being ahead of your own, the order is yours, and you couldn't chase me away!

Once upon a time I was very ill. The doctors thought I wasn't going to pull through. Evidently my time hadn't come, though, and when I began to be convalescent, a number of the business men of my acquaintance wrote me letters of cheery congratulation upon my recovery, regret because of my illness and well-wishes for the future. Some came to see me. Two sent me a little gift from their own stock which they thought would be a benefit. I was pleased to be remembered and henceforth I

counted those men my friends, and when I had any business to give, I gave it to them.

I am a self-respecting individual and I expect the men I do business with are likewise. I do not expect them to grovel, or fawn, or give me any unmerited or unwarranted favors or concessions, but I do appreciate the feeling that I am being fairly treated and can always go back for a reasonable readjustment with the assurance that it will be cheerfully given.

WE NEED AMERICANIZATION

It has been discovered that although this country is called the "melting pot" of nationalities, there are millions of foreign-born citizens or residents here, who do not speak English, who have not the proper conception of what the United States stands for.

The war has shown us foreign islands of population in our midst.

Ex-Senator Lafayette Young told the Americanization committee of hundreds of schools in the West where Germany's national songs are better known than the "Star-Spangled Banner."

Most people like fair play. It is therefore necessary to "Americanize" these foreign elements in order to secure their cooperation.

What Is Americanism?

It means bringing home to these "foreign in spirit" the true greatness of America, the understanding and appreciation of America's viewpoint, of our National holidays, of our standards of living, of our love of the "square deal," to speak well of our government, to think well and speak well of our institutions, of the necessity to do our work well in the shop and factory and office, of the nobility of tolerance and respect for all the nationalities that seek a new home in this country.

It means the combatting of any anti-American agitation, schemes and plots.

It means the use of one common language, the respect for America's laws and the desire to obey them and uphold them, the abolition of racial, religious or other prejudices, the elimination of all causes for unrest, disloyalty and disorder; in brief, everything that tends toward that true patriotism that is willing, not only to die for one's country, but also to live for it, to have its welfare in mind day and night.

An old merchant once said that most failures were due to the use of hope rather than arithmetic in bookkeeping.

"Men first deceive themselves," he said, "and then they deceive others."

How true this is!

None of us likes to admit the truth, if it is to his detriment. We postpone unpleasant undertakings, and we try to make black white because it pleases us to do so.

PROMOTION OF HARDWARE TRADE

The hardware dealer in an old settled region operates on a very different basis from the dealer in raw "cut-over" country. The latter finds it to his interest to do a certain amount of promotion work that the former does not have to consider.

Take dynamite, for instance, as an example of "promotion" stock. It is seldom sold by the dealer in the settled localities as he has little or no demand for it. The dealer in the "cut-over" sections sells it, not so much because of the profit he makes on it as because he realizes its sale and use increases population in his territory, increases cultivated area and therefore, crops and farm income; hence makes possible a larger volume of trade for his store.

The Stevens Hardware Co., Inc., of Dublin, Georgia, is located in a newly awakened section of the "new" South. Commenting on the subject of trade promotion by a hardware store, Mr. H. C. Tharpe, Secretary-Treasurer of the Stevens Company, recently stated:

"We know that in the purchaser of the explosives, especially if purchased for blowing stumps, we have a direct prospect for improved farm machinery; in fact, we claim that a cleared field of stumps will pay for the cost of clearing it alone in five to ten years for the plow points broken, to say nothing of the advantage gained by the use of improved farm machinery.

"The crop production for Laurens County is in the round numbers fifteen millions of dollars, the principal factor, cotton. This is produced in spite of only 5 per cent of the entire land stumped."

It takes nerve or vision to open a store in a newly opened section of the country. The dealer knows he must expect to extend long term credits; must expect to accumulate a larger percentage of bad debts than is normal in settled communities. He must also be a man of patience and be of an encouraging disposition, for a settler "breaking in" a new farm, generally with entirely too little capital to finance him while getting in shape to produce paying crops, needs lots of encouragement and frequently a good deal of advice. In short, it often falls to the lot of the storekeeper to nurse along the man he sees in vision as a future good customer. The paragraph quoted from the Stevens letters shows one of the forms this nursing sometimes takes.

Many a now prosperous store was originally started in the wilds; income at first was far from sustaining, but by broad-minded, liberal dealings with settlers, doing everything possible to help them get their lands cleared and drained and their fields under cultivation, trade gradually grew and some of these stores starting from small, discouraging beginnings at present are among the country's best examples of substantial business enterprises.

Reflects Brilliancy of Their Products

Meet Mr. George N. Allen, Sales Manager of the Hardware Department, a Shining Light in the Carborundum Constellation.

The wish to know—that endless Thirst,
Which ev'n by quenching is awak'd,
And which becomes oft blest or curst,
As is the Fount whereat 'tis slak'd—
Still urged me onward, with Desire
Insatiate, to explore, inquire.

YOU have doubtless often heard it said that "you can always tell a newspaper man, but you can't tell him much."

If that is true, it must be because these same newspaper men have never met George N. Allen, sales manager of the hardware department of the Carborundum Company, of Niagara Falls, New York. But don't misunderstand us. Not for one moment would Mr. Allen ever lay claim to being able to teach a newspaper man.

On the contrary, he would doubtless disclaim any intention along that line. That is always the way with men who really know their business.

A capable man is always a modest one, and you can generally size up a man's ability by his unostentatious manner. You don't have to talk long to Mr. Allen, especially when you get him on the subject of Carborundum products, before you realize just how much, or rather how little, you know of so many things that are a part of the stock in trade of the hardware merchant.

To look at Mr. Allen you would not think that he had spent twenty years of his life, and that is the biggest part of it, too, in the Carborundum Company's plant.

He started in as office boy, and his promotion and advancement is the working of the old law that "merit will always find a way," or, as the minister would put it, "you can't hide your light under a bushel."

One-half of that twenty years he has spent in the sales department of the hardware division, for the hardware department is, of course, only one branch of the Carborundum's big business.

But what we started to say was that if you want to realize how little you know of the uses to which Carborundum is put, just get Mr. Allen to tell you.

Then you will soon realize that Carborundum is one of the most important products in American commercial life. Let Mr. Allen tell you in his interesting and instructive way some

of the uses to which it is put. It really enters in some way into the manufacture of almost everything that one eats and wears.

Carborundum From Cradle to Grave

Literally from the cradle to the grave, Mr. Allen can trace in a most eloquent manner the part which Carborundum plays; from the first article of clothing the new-born babe wears and on throughout his entire life, until the marble headstone appears in place, which has been finished with Carborundum Grits.

Beginning with the shoes on your feet, Carborundum paper is one of the essentials in shoe-making.

Of all articles of clothing you put on not one but what has been touched in either a direct or indirect manner by the products of the factory at Niagara Falls—even your hat, that of milady's, has had the finishing touch applied by some Carborundum product.

The comb and hairbrush which you use would not have the same degree of finish but for it.

With the china and glassware on your table, with the various cooking utensils with which your food is prepared, even with many articles of food themselves, Carborundum has had something to do, either in their preparation or finishing.

We only mention this so that when you next meet, Mr. Allen you may lead him on, as it were, and, our word for it,

you will thank us for the suggestion given.

War Work Necessitated Expansion

There is always something to learn from meeting this kind of men. You return to your work with a greater zest for having come in contact with them.

Carborundum products were in demand in every plant of any description that had to do with making munitions or war equipment in any form. Now that the war is over, the large addition to their plant which they constructed in order to meet the government's demands will be devoted to commercial purposes and without doubt there will be many new channels found in which these products will prove essential.

Mr. Allen recently made an extended trip throughout the country, calling on the company's far Western trade, accompanied by their Pacific Coast representative, Mr. G. A. Budroe.



If you ever get an opportunity of talking with George N. Allen, don't miss it. You will learn more about Carborundum in five minutes than you would under ordinary circumstances in a lifetime.

Manufacturers Don't Realize Possibilities of Western Trade

It is doubtless due to the fact that they have such efficient representation in the far West that he does not make that trip more often, but Mr. Allen says that few manufacturers realize the trade possibilities and development that is taking place in the West, or they would keep in closer touch with that section of the country, and pay far greater attention to it.

Aside from his business vigor, you will find Mr. Allen a most delightful man to meet. He is well known to the trade, both wholesale and retail, by reason of his appearance at their conventions from time to time, and the fact that he is "a regular fellow."

He does not always have the same serious look that you find in this photo. Just how we happened to catch him with this serious face is more than we can account for. The genial Allen, with his smiling face and pleasing personality is a splendid asset to the Carborundum products.



New President Boston Varnish Co.

BOSTON VARNISH COMPANY'S NEW VICE-PRESIDENT

The many friends of Mr. C. H. Tewksbury, "Tewks" as he is generally known by the trade throughout the country, will be delighted to learn that at the recent annual meeting of the directors of Boston Varnish Company he was elected second vice president.

In recognition of nineteen years of the most successful efforts of Mr. Tewksbury in building up a nation-wide sale of Kyanize varnishes and enamels is this honor conferred upon him.

Probably no salesman is better known to the jobbing trade and retail paint merchants of the country than the general manager of the Boston Varnish Company's Chicago branch; surely none is more respected.

To Mr. Tewksbury in great measure is due the popularity which the Kyanize line has gained among dealers and consumers alike, for it was mainly through his influence that the extensive and powerful advertising of Kyanize products was originally launched. His progressive methods are likewise responsible for the original and effective sales helps that the Boston Varnish Company offer the dealers who take advantage of the Kyanize exclusive agency.

First and last, a salesman of the highest type, Mr. Tewksbury realized that the ultimate success of a quality proposition was measured by the knowledge of its merit which came to dealers and consumers through advertising. He has adhered to this principle from the beginning and the phenomenal growth of the Kyanize business is conclusive proof of the soundness of his judgment.

The new honor which has been conferred upon Mr. Tewksbury will in no way affect his present sphere of activity. He will still continue to direct the affairs of the Chicago branch and personally visit the trade of the middle west. This fact will be appreciated by the buyers in that territory and augers well for a still further increase in the sale of Kyanize in that fast growing field.

WHEN "U" IS "V."

Why do some architects assume that U is V and carve in stone that palpable and bold absurdity?

Now that we possess the U, with soft and graceful curve, of unexcelled docility and willingness to serve, why do they carve United States, public school and such and make the English language look as funny as the Dutch, and restaurant and Pullman car and university and other marks of educational perversity?

The V impresses some of us as cheap and gaudy bluff which parvenues may pull in place of more substantial stuff, but people who are fashioned out of unpretentious dust view all such affection with an unassumed disgust. Such exhibitions always make us glum and blue. Now, honest Injun, don't they have the same effect on you?

PUT YOUR PERSONALITY INTO YOUR COPY

Talk to your customer in your advertising "copy" as you would talk to him across the counter of your store.

Forget there is such a thing as "fine writing." Just write straight, man-to-man, horse sense. And then you will establish straight, man-to-man confidence in your written or spoken word.

Put your personality into your ads—and also into your entire merchandising methods. The American people like individuality. They like to deal with men—not merchandising machines.

Every successful man knows more about his own business than he does about other men's.



**PASSING OF WALLACE H. ROWE, LATE
PRESIDENT PITTSBURGH STEEL
COMPANY**

Wallace H. Rowe, president of the Pittsburgh Steel Company and affiliated with other large corporations, died early Saturday morning, February 1, 1919, in his home, 624 Morewood avenue, following a lingering illness. Mr. Rowe first suffered a breakdown in health in September, 1917. After several months of illness, during which time his life was despaired of, he seemingly regained his normal health. In October, 1918, however, he suffered a relapse, which led to his death.

An active worker and supporter of many large charitable institutions of the city, a church worker and widely experienced man, Mr. Rowe gained wide prominence in the Pittsburgh district and various other parts of the country. Besides the Pittsburgh Steel Company he was president of the Monessen Coal & Coke Company and the Pittsburgh Steel Ore Company, vice-president of the Pittsburgh Ice Company and a director of the Duquesne National Bank, Pittsburgh Steel Products Company and the Home Life Insurance Company, of New York.

Mr. Rowe was born in St. Louis, Mo., February 15, 1861, the son of Joseph Rowe, who was a prominent banker and wholesale lumberman of Missouri, and Mrs. Margaret Elizabeth Boyce Rowe. After completing his education in the public schools and colleges of Missouri, he was employed for a short time in the private banking office of his father in Hannibal, Mo., his parents having removed there. In 1883, he returned to St. Louis and entered the employ of J. W. Gates & Co., wire manufactures, as a clerk. He remained with that company until 1886, during which time it was merged with the St. Louis Wire Mill Company. He came to Pitts-

burgh in that year and became treasurer and general manager of the Braddock Wire Company, which was organized at the time by leading interests of the St. Louis Wire Mill Company. The Braddock Wire Company was later merged together with several other steel concerns, into the Consolidated Steel and Wire Company of Chicago. Mr. Rowe remained in Pittsburgh as manager of the Pennsylvania plants of the company. In 1898 the Consolidated Steel & Wire Company was merged into a company called the American Steel & Wire Company of Illinois. Mr. Rowe's duties were considerably enlarged, due to the increase of blast, coal and coke furnaces in this region, as a result of the increase in the company business. He retained this position until 1901 when the American Steel & Wire Company was absorbed by the United States Steel Corporation. In May, 1901, Mr. Rowe sold his interest in the company, resigned his several positions and then organized and started the building of the Pittsburgh Steel Plant, at Monessen. With this company was merged the Pittsburgh Steel Hoop Company, of Glassport, in which Mr. Rowe was largely interested.

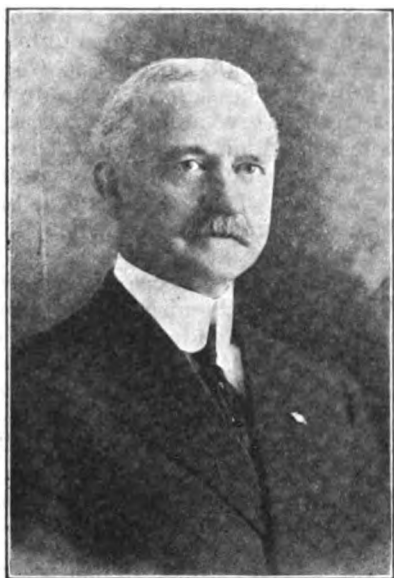
Active Club Member

Besides his business activities, he found time for actively directing many charitable institutions, including the Newsboys' Home, Eye and Ear Hospital, Pittsburgh and Western Pennsylvania Institution for the Blind and others. He was director and trustee of the Shadyside Academy, the Duquesne University and a member of the Golf, Oakmont Country, Allegheny Country and Pittsburgh Athletic Association. As a church supporter he served as president of the board of trustees of the Shadyside Presbyterian Church. When the church celebrated its jubilee three years ago he placed in the church an art glass window, said to be one of the finest in the country. One of the last benefactions was the donation of an X-ray equipment to the military hospital near his summer home at Coburg, Ont.

In 1893 he was united in marriage to Miss Sallie Houston, of Connellsville. Besides his widow, he leaves one son, Wallace H. Rowe, Jr., four daughters, the Misses Sarah Margaret, Dorothy Huston, Mary Louise and Eleanor Huston Rowe; one brother, Charles H. Rowe, of Mobjack, Va., and two sisters, Mrs. Clara R. Brewington, of Hannibal, Mo., and Mrs. Robert Buchanan, of St. Louis, Mo.

The funeral services were held at 3 o'clock Tuesday afternoon, February 4, from the family home, 624 Morewood avenue. The Rev. Dr. Hugh Thomson Kerr, rector of the Shadyside Presbyterian Church, officiated. Interment was made in Homewood Cemetery.

It is what we think and what we do that makes us what we are.



EDWARD C. ROSS BECOMES PRESIDENT COLDWELL LAWN MOWER CO.

One of the best known men connected with the lawn mower industry of the country, who has been a factor in the trade for many years, is Edward C. Ross, who has recently been elected president of the Coldwell Lawn Mower Co., Newburgh, New York, succeeding William H. Coldwell, who passed away at his home on Christmas Eve, following a paralytic stroke.

Mr. Ross is typical of that class of business men, who have reached their position in the manufacturing world solely by reason of merit, and by dint of whole-souled application to correct business principles, keeping straight to the line of fair and just dealings.

His progress and promotion has been steady, and he has come up through the ranks from minor positions to that of manager of sales and other departments, and because of his clear thinking and vision was made treasurer of the company 22 years ago.

Mr. Ross has been with the company since its incorporation, and upon the death of Mr. Coldwell, the mantle naturally fell upon his shoulders.

Mr. Coldwell's passing was a matter of sincere regret that a man who has been so prominently identified with the industry should be cut off in the prime of life. His personality will be greatly missed, but we are sure that under Mr. Ross's administration, wherever it is possible to improve in any degree the quality of their goods or their service it will be done.

In any event the long reputation of this splendid institution is assured, and will be maintained its high standard under his executive leadership.

We are glad to introduce to our readers, through our pages, Mr. Ross, the new president

of an institution whose products have been favorably known for so long.

MAKING YOURSELF WORTH MORE

Efficiency means more than being always on time and working hard during the hours that you are employed behind the counter. Sometimes it is possible to prove your efficiency outside the store. The aim of every business man is to increase his business. Increased volume, with normal expense, means increased profits.

To increase this business should be one of the uppermost thoughts in the mind of every clerk. Every clerk could, if he wanted to, spend a little time in the evening soliciting the accounts of new people.

A friendly call after business hours to the non-customer oftentimes brings good results and is not resented. All this, of course, on the presumption that you want to make the store you work in grow and your job grow with it.

If the store you are employed in is departmentized, have you ever thought how one department could help another? Well, it can, and through cooperation. Learn some of the articles being featured in these other departments and after you have waited upon your customer call attention to the special offerings. This is cooperative salesmanship, one department helping the other by tactful suggestion.

Keep in step with the policy of the store. One of the first things taught in the army is keeping in step. Your boss depends upon you to do this, all working together. You may think that you know more about the business than the boss does, but he does not think so. Therefore, if the policies are laid down for you to follow, keep in step.

Dependable, efficient men are very much in demand and the demand grows daily. Someone has said that "the efficient man is like a repeating rifle—he does one thing at a time and does it quickly," and that "efficiency is the brilliant use of common sense," and the efficient man "does the thing, does it right, and does it without any waste motion."

FINDING THEIR WANTS

W. H. Cavan, hardware dealer of Delhi, N. Y., hit upon a good plan when he sent out by mail to a selected list the following letter:

My Dear Sir: Mark a cross (x) before each item you are going to buy this year, return the list to us in person and receive any 25-cent article in our store free. The following are some of the many things we wish to call your attention to.

Here followed a list of many articles in hardware, plumbing, heating, paint and oil, glass and farm machinery lines. The suggestion might help your business.

EXPERIENCE OF A BUSINESS MAN WHO WAS HIS OWN LAWYER

(Copyright, by Elton J. Buckley.)

Whenever I get hold of a particularly good case which will serve as an illustration of the truth of that old proverb, "A man who is his own lawyer has a fool for a client," I like to present it here, asking the readers hereof to believe me when I say that I am not in the business of dragging business men to lawyers to have things done for them which they can do as well for themselves. My sole object is to warn business men to go to lawyers for assistance in matters which they cannot safely do for themselves at all.

This is the true story of a retail merchant who attempted to sell his business without a lawyer, and who was extricated from the tangle he had involved himself in with great difficulty and some loss. Extricated, I may say, by the lawyer who would have safely kept him out of it had he been engaged in time.

This man had a good business, but was not of good education, and what he did not know about business law would have filled a large library. First he and his buyer got together on terms. Both agreed that the deal could be put through without a lawyer, but after the terms were settled, the buyer induced the seller to go with him to a notary public of the buyer's selection. The notary public was not a lawyer, but he had had legal training, and he drew up the agreement that followed, entirely in the buyer's interest. It was signed by the seller without having been passed on by anybody in his interest.

The seller's first mistake was in agreeing to sell a business which, as it later developed, belonged partly to his wife, without thinking it necessary to get her written consent. As it happened, she had been willing to sell at first, but after the agreement was signed she changed her mind, after the manner of women, leaving the seller in the position of having agreed to sell something he could not deliver, and being liable for damages for failure to deliver.

The seller's next mistake was in absolutely binding himself in the agreement to get the landlord's consent to the transfer of the lease. He understood the agreement to read that the transfer was subject to the landlord's consent, but the notary public had bound him tightly to get the landlord's consent, and when he tried to get it, he failed. The landlord refused to give it.

The seller was thus bound for the second time to deliver something which he could not deliver, being liable here, too, for damages for failure.

The seller asked for a deposit on account of the purchase price, which was paid. The notary, however, raised this point: "You have security that we will keep our part of the con-

tract, Mr. Seller, but we have none that you will keep yours. We think you ought to give us a note for a certain amount so we will be protected, too." The seller had no answer for that and agreed to give a note for a sum greater than had been paid him on account. The agreement was that he should give a promissory note, which would have been bad enough, but they handed him a judgment note, which he signed without noticing the difference.

The worst difficulty arose over a clause in the agreement which he also missed. One part of the agreement provided, as he understood it, that settlement for the business in full should be made on the day after stock-taking was completed. But in another part of the agreement—the controlling part—it was provided that the buyer should have about ten months to pay for the stock, which constituted the bulk of the purchase. When this was discovered and pointed out by the lawyer whom the seller tardily engaged, the buyer and his notary declared it was a mistake, but the extreme care which had been taken to get it in the agreement just so, showed clearly what it was.

Finally, the seller discovered the mess in which his own ignorance and helplessness had involved him, and then consulted an attorney. He was told that he had enmeshed himself in so many legal complications that it would be impossible to extricate him without some loss. As a first step, he was advised to repudiate the agreement on the ground of fraud, which was done. At once the buyer entered up of record the judgment note which the seller had ignorantly signed, and which at once became a lien against his property. He moreover threatened to at once send the sheriff to levy on both real and personal property, which he had a clear right to do under the recorded judgment note. To avoid this required quick acting and expensive court proceedings.

In the end, to make a long story short, the seller's attorney was able to make a better settlement than his client had any right to expect, but which still cost him something by way of damages.

I have attempted to point out the pitfalls in which this retailer was led, so clearly that every reader hereof can instantly see that the employment of a lawyer in the beginning could have avoided every one. It may be commented that this particular man was apparently much less able to look after himself than the average, but I have seen big business men of wide training and education, make about as glaring errors in legal transactions.

TELEPHONE HOOK LANGUAGE

- 1 joggle—I am in a hurry.
- 2 joggles—I am impatient.
- 3 joggles—I am angry.
- 4 or more joggles—!!!!

SUGGESTIONS TO A CLERK

From a talk with the manager of a store the other day, says Dr. Frank Crane, I gathered the following items concerning what a clerk ought to be.

You can be a clerk all your life, or you can rise to something higher. Your ambitious discontent may be either wholesome or unwholesome; you can tell which it is by whether or not it makes you perform your present duties faithfully.

The way to get a better position is to fill the position you have better than anyone else could fill it.

Be honest yourself, and if you are working with dishonest clerks or a dishonest employer quit your job.

A clerk's best asset is being wide-awake, and that you cannot be unless you get plenty of sleep.

Make your recreation contribute to efficiency in your work.

Watch the clock when you go to work, but not when you quit.

Be neat. Ninety per cent of store customers are women. Please them.

Be polite. Everybody likes it. Practice saying "Thank you!"

Keep busy. If you have nothing to do, find something, whether it is for you to do or not. But don't be officious.

Remember your customers' names and faces. Train yourself in this. Keep a little book.

Never argue. Never be flippant or try to be funny. Be pleasant. Don't look glum.

When a customer is dissatisfied, sympathize, don't antagonize.

Don't say "lady" or "mister." Say "madam" or "sir."

Don't talk price; talk quality.

Talk positively, not negatively. Say "What else?" not "Is that all?"

Associate, out of work hours, as much as possible with people who know more than you do.

Save something out of every bit of money you get.

Don't gamble. Invest.

Pay cash for everything you buy for your personal use.

Enjoy your friends.

Don't keep up relations with anybody who discourages you.

Read. Read systematically. If you are ever going to get on it will be because of information in your head.

Associate with people who know more than you do, who have better manners than you have, and higher ideals.

Be teachable. Be a good listener. Be open-minded.

By practice you can make your voice to have a pleasing quality. This you will find a great asset.

Converse as much as possible with those who use good English. Learn to talk interestingly without the use of slang.

Make your fellow-clerks like you by being unfailingly obliging and considerate, but don't become too familiar with them.

Find out and carry out your employer's wishes. Remember instructions exactly as given. Write them down in your memorandum.

Be obedient but not gushing, industrious but not officious, kind but not patronizing, positive but not egotistic, human but not weak.

Which, after all, is good advice for anybody.

MISLEADING ADVERTISEMENTS.

Hardware merchants do not usually make misleading statements in their advertisements, but there is no doubt that the credulity of the public has been severely tested by advertisements when they advertise an article, say for \$2.98 "usual value" \$5.00.

The first thing that occurs to a prospective customer is, "Think what a profit I would have paid them at \$5.00." Buyers naturally question other prices unless they feel that all goods have been "marked down" or that they are getting a "bargain."

Many people refuse to believe that an article advertised at \$2.98 was ever worth the high figure \$5.00 or anything near that sum, and you can't blame them. "Usual value" or "value" or "worth" are really destructive advertising expressions. We have always considered it a short-sighted policy for any merchant to advertise in this way.

Why compare prices this way? Why not have your customers feel that when you advertise a price that you are giving them the best value that you possibly can. If there is going to be any reduction at the close of the season, or if for any other reason you are going to reduce your prices, be frank and give the reasons for it.

Don't try to get by with such misleading statements as "Usual Value," because it will create mistrust in the minds of your customers, and you can't blame them. You yourself would reason along the same lines if you were purchasing any other line of merchandise but your own.

Give the other people credit for having as much reasoning power and sense along these lines as you yourself possess. Don't mislead by such advertising. It is poor business in the long run.

Wild-eyed Customer — I want a quarter's worth of carbolic acid and I want it quick.

Quick-witted Clerk — This is a hardware store and we don't keep carbolic acid, but we have a fine line of ropes, revolvers and razors.

DON'T ARREST ANYBODY FOR FRAUD UNLESS YOU KNOW WHAT YOU ARE DOING

(Copyright, by Elton J. Buckley.)

Using as a text a case which has just been decided, I want to say something more in this article about the great danger of issuing warrants against men against whom you believe you have criminal action in business transactions. Even when advised by an attorney that you can arrest somebody whom you believe has defrauded you in a business transaction, or whom you believe has stolen goods or money from you, be exceedingly careful to understand all the whys and wherefore before you do it.

The point is that a man who has been arrested on a criminal charge of which he is subsequently acquitted, can sue the person who had him arrested, and is very likely to get heavy damages. The case I referred to is that kind of a case, and it shows the great danger that you may be compelled to pay damages even where the facts on which you made the arrest pointed to almost certain guilt.

The defendant in the case was a manufacturer, who up to a certain time had employed a man named Brown. He finally laid him off. One morning about three months later, the janitor, who got to the plant early, was accosted by a man whom he recognized as a former employe, though he didn't know his name. The man bade the janitor good morning, made some remark about his being early, but said he would start in, anyway, and went on upstairs, punching on the time clock the No. 31.

In a few minutes he came down again, remarked to the janitor that he was going out for tobacco and left. He did not return. When the plant opened the foreman discovered the theft of some small but valuable appliances worth about \$200. He reported it to the office and the janitor then came in and described the man who had accosted him.

The manufacturer's secretary, with this description in her mind, went over the list of former employes and finally decided that it fit Brown. It was discovered that No. 31, which was rung up by the supposed thief as he went upstairs, was Brown's number when he worked at the place. A detective was sent for and getting all the above, he went out and brought in Brown, who was then dressed differently than the man who came in that morning. The janitor asked him to repeat the words the supposed thief had spoken to him, and when he did that the janitor identified him on his voice, as well as on his general appearance.

At no time did the man deny his guilt. Brown was then arrested, and confined in a police station for several hours, when he was released. The next morning, when he came to his hearing, he was dressed precisely as the supposed thief had been dressed—in blue suit and

derby hat—and the janitor again identified him, this time more positively, as the man who had come in and accosted him the day before.

When Brown was tried, the case fell down and he was acquitted. He immediately brought suit for malicious prosecution against the manufacturer, and in spite of everything counsel could do, the jury gave a verdict of \$1,000. An appeal was taken to three additional courts, but each time the verdict was upheld.

If you were sitting as a jurymen to try Brown for larceny, and the above evidence was presented against him, you would, I am sure, convict him, because everything points straight to his guilt. And yet even in such a straightforward case as this, where it would appear as if there was every reason to believe Brown guilty and to cause his arrest, the law has upheld a jury in penalizing the manufacturer \$1,000 for doing it.

It would almost appear from this as if it were not safe to have anybody arrested who defrauds you or steals from you, unless you actually see him do it. That isn't quite true, but in even what looks like a clear case of guilt, you should take the following steps, if there is time for them, before you issue a warrant.

1. Get all the evidence that you possibly can, bearing on guilt or innocence.
2. Confront the person suspected with the evidence and listen to his answer. If he offers any proof in his own defense, listen to it very carefully.

3. After you have done all this lay everything before an attorney and get his judgment as to whether to issue a warrant. Even if his judgment is in favor of it, consider it carefully before you do it, particularly if the man you propose to arrest denies his guilt and gives you any evidence of innocence on which he could possibly be found not guilty by a jury.

Everything that I have said above applies equally well to cases in which a merchant feels that a customer has obtained merchandise or credit from him under false representations. The first feeling in such a case, especially where the bill is not collectible, is to have the debtor arrested. And very often this is the thing to do, but don't do it without taking the safeguards I have outlined.

HE GOT WISE

There was a man, not wondrous wise,
Who said he wouldn't advertise.
His register, it told the tale;
They key used announced "No Sale".
You action need in such a case.
He got results. Now blithe and gay
He rings up \$\$\$\$ all the day.

Advertising is calling attention. Good advertising is compelling attention.

PREMIUM ON COWARDICE

Secretary of War Baker has justly called down upon his head the wrath of the American people. He has deserved it in this case, as he has in some others. Though hundreds of thousands of American soldiers who have endured the hardships of the camps and the battlefields cannot yet be discharged from duty, Secretary Baker has "honorably" discharged 109 so-called "conscientious objectors" who had been confined at Fort Leavenworth, Kan., because they had refused to serve in the army. These "conscientious objectors," who should be spurned by every decent man, have done nothing for the nation's safety or their own, while millions of others, just as conscientious, have suffered in the training camps and on the battlefields to save civilization.

But these "conscientious objectors," who found it easy to swear that they were "conscientious objectors" in order to save themselves from the dangers of the battlefields, are now given an "honorable discharge," and as though that were not a sufficient insult to the real soldiers, they were, by the express order of Secretary Baker, so the dispatch from Leavenworth says, paid from \$400 to \$600 each as back pay and allotments.

Hundreds of thousands of soldiers have found it difficult to get their pay on time, and their families have suffered because of the slow payments made, but these "conscientious objectors" are promptly given in cash their full payment of \$400 to \$600 and sent on their way rejoicing. They were never active soldiers, because of their refusal to serve, and they yet were not only given this back pay, but they were authorized to travel on the railroads at the same rate as honorable soldiers.

According to the dispatch, these men were "honorably restored to duty" and then given their discharge. No wonder there was promptly introduced and passed in the Lower House of the Kansas Legislature a resolution declaring the action of the secretary of war "as mischievous, unwise, unpatriotic and destructive to the morale of every person wearing the uniform of the United States army," and also declaring that Secretary Baker's action "placed a premium on slackerism, cowardice and mawkish sentimentality."

The Kansas Legislature acted wisely.

—Manufacturers' Record.

SO QUICK

A lady who had just received an interesting bit of news said to her little daughter:

"Marjorie, dear, auntie has a new baby, and now mamma is the baby's aunt, papa is the baby's uncle, and you are her little cousin."

"Well," said little Marjorie, wonderingly, "wasn't that arranged quick!"

THE JOY OF OUR WORK.

It is perfectly natural for a man to get tired of whatever business he may be engaged in. If you have felt that way it is not a sign that you are slipping. Probably every other business man you know has had the same feelings at times.

You have heard men say that their sons should never, with their consent, follow them in the same line of business. You have seen the picture of the two mules at the partition fence in the pasture, each one stretching his neck to eat grass in the other lot. Each one had it figured out that the grass in the other mule's pasture was better than his grass. The grass was just as good on either side and the mules might have enjoyed it with a whole lot less trouble.

You have seen some men in another line of business go by in his high-priced touring car with a chauffeur on the front seat. You have envied him. But you didn't know that perhaps he is worrying himself so that he can't sleep at night because he owes a mortgage of a million dollars on his railroad that he cannot redeem.

The successful shoe repair man with his busy little business turning over small profits, his family happy with simple wants fulfilled, is happier by far than this seemingly happy man. Thrift and economy have made practically everybody think of conserving their shoes by having repairs made promptly. The part the repair man plays in the nation's campaign of conservation is very important. And the repair man should appreciate his importance in his community and try to live up to it in every way. Study the happy points about your business. You'll find your stock going up.

Guard within yourself that treasure, kindness. Know how to give without hesitation, how to lose without regret, how to acquire without meanness.

AN EARLY START

The prosecuting attorney was a harsh man with a sharp, sarcastic tongue, and after a five-minute bullying cross-examination, the witness, a prosperous dairyman, was about ready to lose control of himself.

"Now," shouted the prosecutor, waving an accusing finger at the perspiring dairyman, "you say you worked on the farm on which you now live all your life? All your life you worked there?"

"Yes, sir."

"Well, will you tell me what you did the first year?" the attorney asked sarcastically.

"I milked!" was the dairyman's dry answer.

4264 DEALERS IN NATION-WIDE WINDOW DISPLAY CONTEST

Hardware, Sporting Goods and General Store Dealers in Spirited Contest

In a country-wide window display contest among dealers, conducted by the Winchester Repeating Arms Company, results were developed of much interest to dealers everywhere.

The contest was planned:

First—To stimulate dealer interest in window displays during the Fall hunting season.

Second—To obtain information as to ability of dealers to make strong attention and sales-compelling window displays.

This contest was open to all dealers from August 15 to December 15, 1918.

One of the conditions was that the dealer (with or without the help of his clerks) must originate and carry out his own display, without any help whatever from the Winchester Repeating Arms Company representative, and save for the three poster hangers—a window transparency (all handsomely done in full colors) and gun bands; and, of course, his stock of guns and ammunition, his window display must be the result of his own ingenuity.

Large colored circulars were mailed broadcast throughout the country to dealers, explaining the contest in detail; showing hangers, transparency and label bands to be used, and also showing four color reproductions—of former high-powered window trims—that had brought in a harvest of customers through their strong attention and sales-getting values.

Forty-one cash prizes were offered for the best windows, ranging from \$200 down to \$5, and 4,264 dealers responded.

First, these dealers were classified, according to town population, into four classes:

Dealer Class

"A"
"B"
"C"
"D"

Population of Town

Over 50,000
From 10,000 to 50,000
From 2,500 to 10,000
Under 2,500

This classification placed each dealer in competition with dealers of his own class, and avoided pitting the dealer in a little town against the dealer in a big city. Ten prizes were distributed in equal amounts in each of the four classes:

First prize.....	\$100.00
Second prize.....	50.00
Third prize.....	25.00
Next three prizes.....	30.00
Next four prizes.....	20.00

and

A super-prize for best window display irrespective of class..... 100.00

Thousands of splendid Fall hunting window displays—almost over-night—were shown all over the country, and as a direct result the sales of arms, ammunition and hunting equipment increased tremendously over the normal.

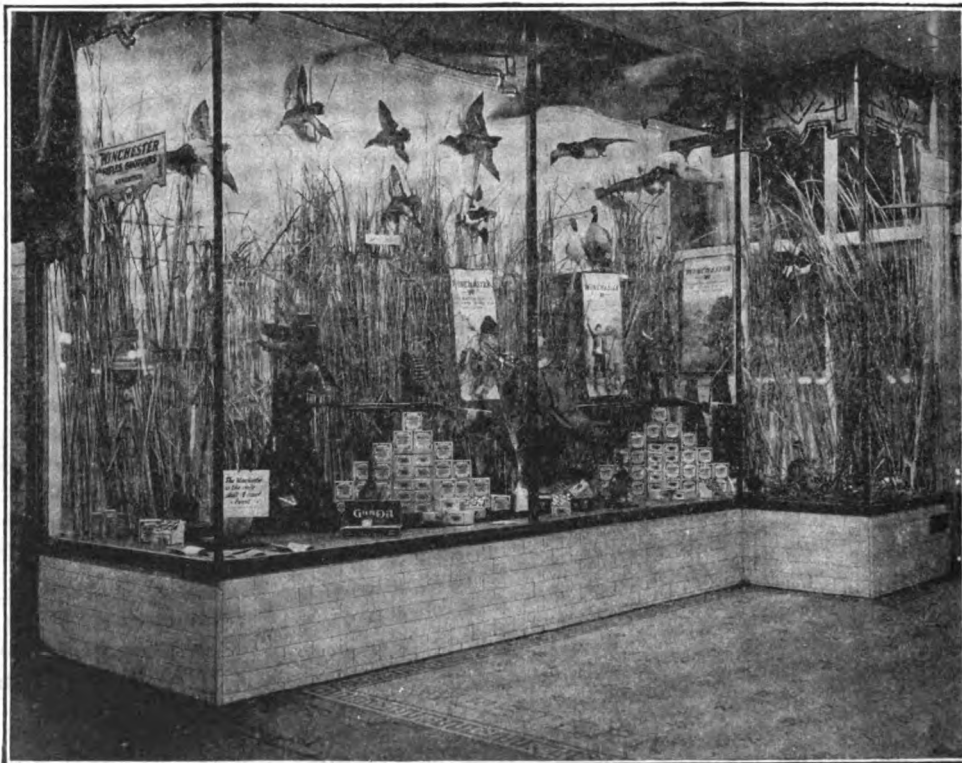
In the contest the leaders finally narrowed down to 94 possible winners of prizes, and photographs of these windows, all taken by the dealers themselves, were sent to Winchester headquarters and given percentages in their respective classes by a competent board of judges.

Three factors were used as a basis on which windows were judged and awards made:

First—40% **Attention Value.** Ability to attract passersby to window and interest them.

Second—40% **Sales Value.** Ability to create desire for Winchester goods.

Third—20% **Appearance.** Artistic arrangement of goods with proper balance of display material.



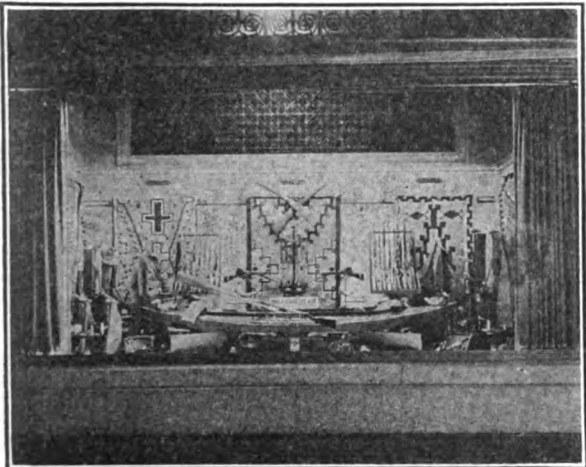
WESTERN ARMS AND SPORTING GOODS CO., SALT LAKE CITY, UTAH.
Super Prize Winner, \$200. Winner First Prize in Class "A."



Belding Hardware Co., Belding, Mich.
First Prize, \$100.00, (Class "C," Dealers in Towns From 2,500 to 10,000 in Population).



H. B. Marcy, Montesano, Wash.
First Prize, \$100.00, (Class "D," Dealers in Towns Under 2,500 in Population).



Abercrombie & Fitch Co., New York City.
Second Prize, \$50.00 (Class "A," Dealers in Towns Over 50,000 in Population).



J. J. Stangle Hardware Co., Manitowoc, Wis.
Second Prize, \$50.00, (Class "B," Dealers in Towns From 10,000 to 50,000 in Population).

In judging the windows, these three features were considered separately. For instance, a 100% window would get 40% attention value, 40% sales value, and 20% for arrangement. The size or quality of photographs submitted, of course, had no bearing on the awards.

A complete list of the prize-winners in the Winchester Fall hunting window display contest follows: \$100.00 Super-prize—Western Arms & Sporting Goods Co., Salt Lake City, Utah.

CLASS "A"

Dealers in Towns Over 50,000 in Population.

- | | |
|-------------------|--|
| 1st prize, \$100— | Western Arms & Sporting Goods Co., Salt Lake City, Utah. |
| 2d prize, 50— | Abercrombie & Fitch Co., N. Y. City. |
| 3d prize, 25— | Senour Hdwe. Co., Tampa, Fla. |
| 4th prize, 10— | Kelley Hdwe. Co., Duluth, Minn. |
| 5th prize, 10— | Bering-Cortes Hdw. Co., Houston, Tex. |
| 6th prize, 10— | Obold Hdwe. Co., Reading, Pa. |
| 7th prize, 5— | F. B. Chown Hdwe. Co., Portland, Or. |
| 8th prize, 5— | Belcher & Loomis Hdwe. Co., Providence, R. I. |
| 9th prize, 5— | Burhans & Black Co., Syracuse, N. Y. |
| 10th prize, 5— | Billman Hdw. Co., Minneapolis, Minn. |

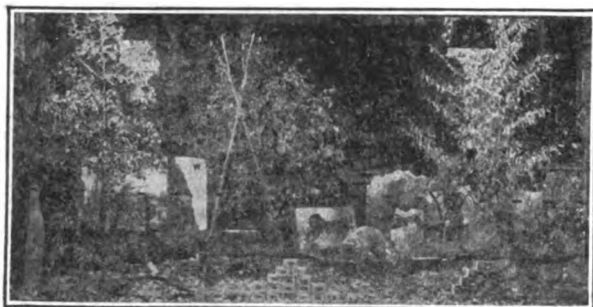
CLASS "B"

Dealers in Towns From 10,000 to 50,000 in Population

- | | |
|-------------------|--|
| 1st prize, \$100— | C. & G. Hartman Hdwe. Co., Alton, Ill. |
| 2d prize, 50— | J. N. Stangel, Manitowoc, Wis. |



C. & G. Hartman Hardware Co., Alton, Ill.
First Prize, \$100.00, (Class "B," Dealers in Towns From 10,000 to 50,000 in Population).



Babbitt Bros., Flagstaff, Ariz.
Second Prize, \$50.00, (Class "D," Dealers in Towns Under 2,500 to 10,000 in Population).

- 3d prize, 25—Jno. W. Garrett, Colorado Springs, Col.
4th prize, 10—Jordan Hdwe. Co., Willimantic, Conn.
5th prize, 10—Wright Bros., Vicksburg, Miss.
6th prize, 10—J. J. Stangel Hdwe. Co., Manitowoc, Wis.
7th prize, 5—P. N. Harley Hdwe. Co., Wycross, Ga.
8th prize, 5—The Nichols Hdwe. Co., Chico, Cal.
9th prize, 5—W. A. L. Thompson Hdwe. Co., Topeka, Kan.
10th prize, 5—Kalibitzer & Son, Wheeling, W. Va.

CLASS "C"

Dealers in Towns From 2,500 to 10,000 in Population

- 1st prize, \$100—Belding Hdwe. Co., Belding, Mich.
2d prize, 50—Babbitt Bros., Flagstaff, Ariz.
3d prize, 25—B. S. Morgan, Cooperstown, N. Y.
4th prize, 10—Manville Hdwe. Co., Ltd., Prince Albert, Sask., Canada.
5th prize, 10—Wright-Dalton-Bell Anchor Store Co., Poplar Bluff, Mo.
6th prize, 10—Havre Com'l Co., Havre, Mont.
7th prize, 5—I. G. Sprecher's Sons, Ephrata, Pa.
8th prize, 5—Sash Hdwe. Store, Merrill, Wis.
9th prize, 5—W. E. Neyland & Son, Goliad, Tex.
10th prize, 5—Geo. W. Roberts, Wayssville, Cal.

CLASS "D"

Dealers in Towns Under 2,500 in Population

- 1st prize, \$100—H. B. Marcy, Montesano, Wash.
2d prize, 50—Harris Bros., Chagrin Falls, Ohio.
3d prize, 25—The O. S. Stapley Co., Inc., Mesa, Ariz.
4th prize, 10—The O. S. Stapley Co., Inc., Mesa, Ariz.
5th prize, 10—Johns Bros. Co., Litchfield, Minn.
6th prize, 10—Ed Hoekday & Co., Hennessey, Okla.
7th prize, 5—J. T. Eckman & Son, Lanard, Ill.
8th prize, 5—Producers' Ass'n Ltd., Rupert, Idaho.
9th prize, 5—Ed H. McGowan, West Branch, Mich.
10th prize, 5—T. A. Walker, West Middlesex, Pa.

The different trades represented by dealers in this contest were:

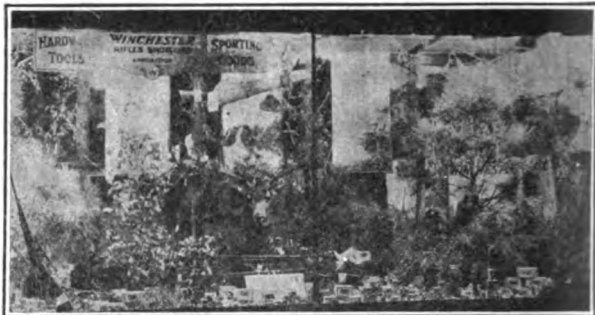
Hardware Dealers	85%
Sporting Goods Dealers.....	3%
General Store Dealers.....	11%
Drug Store Dealers.....	1%

Throughout the contest considerable strength was shown by dealers in their knowledge of attention-getting displays, since out of a possible 40% rating in this item, they averaged 33%.

In arrangement of windows, which covers their artisticness and balance, the dealers almost universally showed up well also, getting out of a possible 20%, an average of 16%.

However, very few dealers backed up their excellent arrangement and attention-getting values with the proper sales value.

Out of a possible 40% for sales value, the average was as low as 22%.



Harris Bros., Chagrin Falls, Ohio.
Second Prize, \$50.00, (Class "C," Dealers in Towns From 2,500 in Population).

This is a very interesting finding. It should be a sign-post erected on the sales field for dealers to follow on their route to the city of maximum sales.

As every dealer knows, it is one thing to get a man, woman or child on the street up to your window—and interested, but quite another thing to get them inside and buying.

The first two steps are vital and important, of course, but they will be of small value if the display does not compel sales.

Many of the Winchester dealers' windows were handsomely gotten up as hunting scenes—that sold hunting.

They were artistic and well arranged—that placed the passerby right in the scene himself.

But outside of the fine appearance of the arms and ammunition displayed, few of them told in their windows any of the superior points of the product itself.

They reserved all that for the customers, once they got them in the store—relying upon the arrangement and attention getting values of their windows to bring them in.

THE CHEAP SKATES

The right definition of a really cheap skate is not manufactured, but right up to date; Some may be brave, but many are yellow; They all ask for favors, from any old fellow; Full of good promises, which never come true— You trust them just once—and then you are through. Reeg, the Rhymer.

SEEN IN AN UP-TO-DATE HARDWARE STORE

Wrenches, Hammers, Saws and Files,
Bits in sixteen different styles.

Many sizes Loose Pin Butts;
Every make of Bolts and Nuts.

Locks and Catches for the Door;
Padlocks that you've seen before.

Chisels, Pliers, Gimlets, Awls,
Sash Cord Hanks and Cord in balls.

Hooks and Eyes and Coat Hooks, too;
Chalk in white and Chalk in blue.

Corner Braces, Corner Irons,
Every fixture for the blinds.

When Reeg, the Rhymer, has more time
He'll continue with this rhyme.



*Can be operated
by anybody,
in any position,
anywhere*

Why it does make a difference what extinguisher you sell

To get the greatest extinguishing effect in the least time, this is a fundamental in all fire fighting and is the basis of the ingenious way in which the Johns-Manville machine was designed. It can be used as a hand pump, or if operating space or location of the fire will not permit pumping, it can be discharged by air pressure quickly stored up while getting to the fire.

Price in U.S. East of Colorado, \$10.00.
\$10.50 Colorado and West. Dominion
of Canada: \$12.00 East of Calgary.
\$12.50 Calgary and West.

Be sure when you select an extinguisher to recommend to your customers that it has this two-way operating feature, because it means maximum fire protection.

To the Trade: The Johns-Manville Fire Extinguisher is sold only through legitimate trade channels. This protects you against indiscriminate competition and assures you a satisfactory profit.

15% Reduction in Automobile Fire Insurance

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories — Branches in 63 Large Cities



Johns-Manville

FIRE EXTINGUISHER

A CAR IN EVERY HOME

Automobile manufacturers, now that the war is over, believe there will be an unprecedented demand for cars from all parts of the world. The optimism felt by the entire trade was expressed by John M. Willys, of the Willys Overland Company, in a paper before the Steel group of the Reconstruction Congress of industries just held at Atlantic City.

"To manufacturers," said Mr. Willys, "the future looms bright with increasing possibilities, revealing new markets, both foreign and domestic, which up to the present time have scarcely been touched.

Industry in Its Youth

"The automobile manufacturer feels more than ever that the tests of war have vindicated his belief in the remarkable efficiency of his product and the vital way it fits into the general scheme of life and business the world over. He feels that his industry is now better understood, that the remarkable engineering achievements that made the successful engineering car possible, which before the war were merely taken for granted, are now better sensed and appreciated by the general public.

"He returns to the task, after war-time, curtailment and suspension of effort, believing that the automobile industry as a whole is still in its youth, and with the vigor of youth inspired by rest and relaxation, will tackle the development of this great agent of transportation as never before.

"There will be, of course, a certain period of time elapse before manufacturers in general will be able to get back to a pre-war production basis. Just how long that period will be is hard to say. It will vary in many instances, for some manufacturers have been engaged to a greater degree on war work than others.

"But people must not think that the development of the passenger car was wholly abandoned during the period of war. The work of the experimental room still went on. Ideas in their first stages were matured and installed in the product. New models which had not yet left the experimental and designing hands, have been refined and perfected. Most manufacturers decided long ago just what they were to make as soon as sufficient materials, labor and machinery should not be needed by Uncle Sam.

"The demand for automobiles will be unprecedented at home and abroad. The effect of European competition, especially in export markets, will not be seriously felt until the countries in the war areas have rebuilt their industries, filled their own requirements and been able to manufacture a supply to sell to other countries.

Car No Longer a Luxury

"Motor cars have become such a vital part of the very fabric of life that their production

is bound to be governed by practically the same laws as any other commodities. Cars will be used, worn out and replaced the same as shoes or clothing or anything else entering so intimately into a man's life.

"All this will have a stabilizing and beneficial effect on the sale of automobiles. When the good accomplished or the work done by an automobile is judged fairly from the standpoint of economy in time, convenience, health, etc., the so-called merely pleasure riding almost entirely disappears before the light of real utility.

"The curtailment of passenger-car production during the war has practically cleared up the second hand market. This will help the dealer solve problems which have been serious and also enable him to start the reconstruction period of his business in a cleaner-cut manner with a distinct demand for new and better cars.

"Value will be sought as never before. The public will demand a car fully equipped by the manufacturer with all the possible essentials necessary for its successful and comfortable operation covered by the first purchase price.

"The class of people operating cars as a necessary part of their household equipment who, because of patriotic motives, have not made their purchases with the customary regularity, are now rushing to get quick deliveries. The business man is figuring as never before the part the motor-driven vehicle may profitably play in his business. The man of moderate means sees the joys of reconstruction spent by himself and family in his moderate-priced but efficient automobile, and the farmer, with eyes open to the importance of saving time and labor, will depend on the motor as never before."

YOU'VE AT LEAST HEARD OF HIM

A boy asked his employer one day: "May I carry the store key?"

"What do you want to carry the key for?" was asked.

"Because the porter gets here so late—I want to do more work," was the answer.

"What time does the porter get here?" asked the employer.

"Half past seven, sir," said the boy.

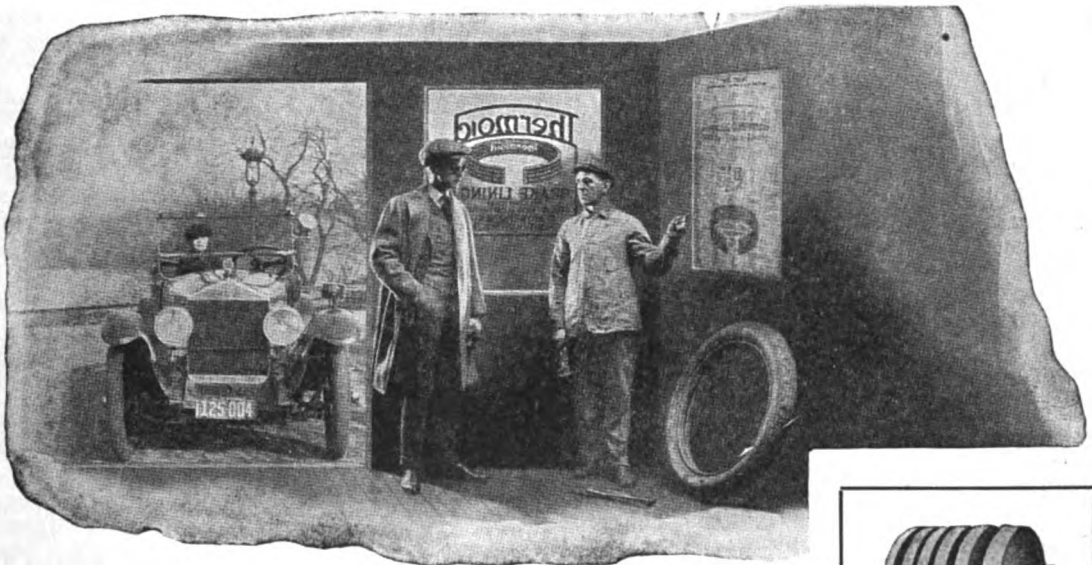
"And what time do you get here?"

"Half past six, sir, and I have to wait an hour."

"All right," answered the employer. "You may try carrying the key," and then he added aside to his secretary: "He'll get tired of it soon."

But the boy didn't. He got early rising buyers to town, who couldn't sleep because of the city noises, into the store before the clerks got there and sold them bills of goods.

That boy is now the head of The Simmons Hardware Company.



Window
Transparency
Dealer's Help

Size Chart
Dealer's Help

How to sell more brake lining

What these signs and display racks will do for you

RIGHT in your town today there are motorists who need new brake lining on their cars. The big Thermoid National Advertising Campaign has convinced them of the danger of inefficient brakes. If they know you are a Thermoid dealer, the business will come to you.

Use the signs, display racks, etc., shown on this page and tie up your store with the Thermoid national advertising.

The big transparent window sign shown in the above picture lets every motorist who goes by know that you sell Thermoid. The size chart gives the sizes and amounts of brake lining needed on all the leading passenger cars and trucks.

The attractive cabinet, No. 9, displays Thermoid Brake Lining effectively and is a great convenience to you in cutting the exact length of lining required.

The tag, No. 7-A, has been a great convenience to garage men and a splendid business getter.

You should also have the long window trim which shows how quickly a car should stop if the brakes are right.

Everyone of these will help build profitable business. Simply ask your jobber or write us direct.

Every foot of Thermoid is backed by **Our Guarantee: Thermoid will make good—or WE WILL.**

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Turin Paris

Canadian Distributors

The Canadian Fairbanks-Morse Company
Limited, Montreal

Branches in all principal Canadian cities

Window Streamer, 6 inches x 36 inches—Dealer's Help



Display Cabinet
Dealer's Help



Repair Tag
Dealer's Help



Illustrated Price Lists
Dealer's Help



Sticker for Windshield
Dealer's Help

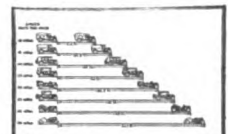


HAVE YOUR BRAKES BEEN INSPECTED?

LET US INSPECT your brakes and make certain they are safe. The security of your car and its occupants depends on good brakes.

THIS CHART at the side shows how quickly your car should stop if the brakes are right.

Makers of "Thermoid Crolide Compound Casings"



NO BUSINESS CAN RUN ITSELF

"If you would grow poor without perceiving it, employ workmen and go to sleep."

It makes a difference who pays the bills! If you have any doubt of this, give someone else permission to go ahead and spend your money for you. It will be an eye-opener how fast the cash will disappear!

A man whom I know, saved for years to remodel his home, and then thought he was taking an opportune time to have it done while he and his family were on a prolonged trip. He came back to find that nothing was as he wanted or expected it, and his bills were ruinous.

Another man became interested in politics, because he saw an opportunity to serve his fellows in a worth-while manner. He happened to have the unusual capacity for attending to the details of his business and keeping in touch with the various parts of the political machine as well. He was an exception! You and I both could put our fingers on men who have lost their businesses because they allowed outside interests to absorb their attention. Usually before they realized it, their affairs were on the rocks.

No one else can be expected to take the same interest in our affairs that we do ourselves; or even if our employes or associates are willing to do the best they can, they usually lack the authority and the experience. Possibly we would be the first ones to resent it if they did go ahead!

Then, too, there is nothing like having someone in charge of every enterprise to whom all subordinates are answerable. As American people we are self-respecting and law-abiding; yet it is necessary to have adequate forms of city, county, state and national government, in order to give uniformity of administration and justice to all. No matter what work may be delegated to others, it will be more satisfactorily done if it is carefully supervised. There is nearly always a chance for constructive suggestions, some criticism and well-merited praise. You and I would soon get discouraged if no one ever took any pains to find out whether our tasks were well done or not. The public is an exacting taskmaster, too. If we do not please we are soon called to account.

Few business men can keep all the authority in their own hands. It is wise to do so only when affairs are such that one man can direct each part successfully. Otherwise it is a better policy to have department heads, who are capable of attending to details and who, in turn, are answerable to the man higher up.

No one can afford to neglect any corner of his business or to ignore the quality of the work of any employee.

A small leak will sink a ship. Do you know how much it costs you exactly to write a letter?

To do a certain repair job? To make an exchange of goods bought and returned as unsatisfactory? To make an adjustment on a certain bill? Where do you charge such items of loss and expense up?

It is true that "It is no sin to be poor," but "it is more easy to praise poverty than to bear it," for to many "poverty is a shirt of fire." We dislike poverty because of its inconvenience, and its public acknowledgement of defeat. There is an old proverb which says: "Poverty is cunning, it catches even a fox."

A fox is a mighty sly animal and can only be trapped by creeping upon its victim unawares. That's just the way poverty acts! That's why so many people do not accumulate a competence.

THE NEW RESPONSIBILITY

Oh, we've got to pull together, when the work of war is done,
For the truth that is triumphant and the peace that we have won;
We may let down just a little from the striving and the strain,
But as soon as we have rested we must go to work again.

Oh, we've got to pull together for the bigger, better day.
There are problems grave before us, there are doubts to clear away.
We have fought for right and justice; now we've got to make it plain
By the manner of our living that we have not fought in vain.

We have triumphed o'er the tyrant, we have made his cannons cease,
We have fought for human freedom and a just and righteous peace;
But our tasks are uncompleted; we must prove by all we are
That we served no selfish purpose when we sent our boys afar.

We have sacrificed for freedom, side by side to death we've stood,
Now we still must stand together for our nation's greater good.
There are many tasks before us, we shall all be sorely tried;
We must live the peace of justice for which every soldier died.

—By Edgar A. Guest.

If you don't sell your customer anything more than he asks for, you might as well turn your establishment into a Piggly-Wiggly at once and be done with it. One automaton is as good as another, although some are more expensive to maintain.



Order Your Stock NOW!

MORE than ever before, there is a great call now for Diamond Tires.

With the sudden increase in new car output, Diamond is almost the only standard tire maker that is giving entire attention to your needs to the re-sale business.

And there are more than 2,000,000 Diamond Tires in use—all the definite choice of motorists and *bought through dealers*.

Diamond factories are working day and night to supply the enormous demand for tires.

Because we have always given special attention to the hardware trade, Diamond is in a better position than any one else to supply you quickly through your hardware jobber.

But you must order NOW to be ready for the early season coming. It's going to be the biggest season yet. Write us or your Hardware Jobber for the Diamond Proposition.

THE DIAMOND RUBBER COMPANY

Incorporated

Factories: Akron, Ohio

Diamond Tires

WHAT COMES OF LEAVING A DEAL HALF MADE

(Copyright by Elton J. Buckley)

An amazing number of business people, when carrying on deals of various kinds, leave details—often important details—unsettled and undetermined, so that they have to be settled later, perhaps when it is too late to give both parties exact justice. This is an exceedingly bad habit and this article is written with a view to getting business men to thinking on the subject.

The following letter, which comes to me from New York, comes from a dealer in heaters who evidently has this habit:

We installed a furnace in a residence and had two payments on it which amounted to \$150. The owner used the furnace for one winter and then made up his mind he wanted a hot water heating outfit. He made the excuse that the hot air furnace would not heat his house and that he had used more coal than he ever did before. This was during the winter of 1917 when the coal was poor and scant. He insisted upon our taking the furnace out. We offered to go and fire it in order to prove to him it would heat his house, but he would not let us do it. We took the furnace out and now he wants us to give him the \$150. Will you kindly let us have the opinion of your readers and correspondents on this matter? We think we saw a similar case discussed in the paper some time ago, but are unable to find the copy.

Now the position of the heater man is this: He agreed to take out his customer's heater and actually took it out. Taking it out made him liable to the customer for something. The amount of that liability is the thing now quite uncertain, which ought to have been settled before the heater was touched. The customer says the liability is for \$150—the whole amount paid for the heater, though the customer had the use of it a whole season—and the heater man, well, he doesn't know what his liability is. A wrangle is bound to ensue and possibly a law suit, with the heater man's position weak because he took the heater out.

The wrangle ought to have occurred before the heater was removed. The heater man should have had it definitely determined then whether he was to pay back the whole \$150, or whether he was to keep the \$150 and sell the second-hand heater for the customer's account, or whether he was simply to allow the customer the heater's fair second-hand value, or whatever it was.

I have encountered so many of these cases where the contract was left open just far enough to let in a wrangle later; in other words, where the agreement was not complete. Here are some of them from my own experience and from the case books:

Two men are making a business contract and everything is believed to be disposed of, when one party says, "Oh, here, what about so and so?" The other replies, "Oh, that'll be all right. We'll have no trouble in getting together on that." For every such case where they do

get together on the unsettled point, whatever it is, there are fifty cases where they don't

A man bought a store property, which included certain fixtures attached to the real estate. The price was fixed for the real estate, but the owner said as to the fixtures, "Oh, we'll get together sometime and fix that up." The failure to fix it up at the time led to a law suit that lasted two years.

A man took a job at so much per month and a bonus. The bonus wasn't fixed at the time. The employer said, "We will treat you right." Subsequently, it developed that the parties were miles apart on the bonus and the employe became bitterly sorry he left his former position.

A merchant bought a bill of goods, and found some of them imperfect and inferior. He called the seller up and asked for an allowance. The seller said, "We'll allow you whatever is fair," and on that promise the buyer agreed not to send the goods back. Later the seller took the position that it wasn't fair to allow anything, and they had a fierce squabble over that.

The owner of a trade-mark let another man pack certain goods under it. After the latter had built up a good business on it, the former owner said, "You'll have to give that back now, I only licensed it to you." The user contends that it was an out-and-out gift, and the two are fighting fiercely in the courts over that proposition.

A retailer sold his business. The buyer said, when they were settling up, "Of course, I expect you won't go into the same business right away again." "Oh, no," said the seller. Later he did go into business and the buyer tried to get an injunction to prevent him. The court refused it on the ground that the agreement to stay out of business wasn't definite enough.

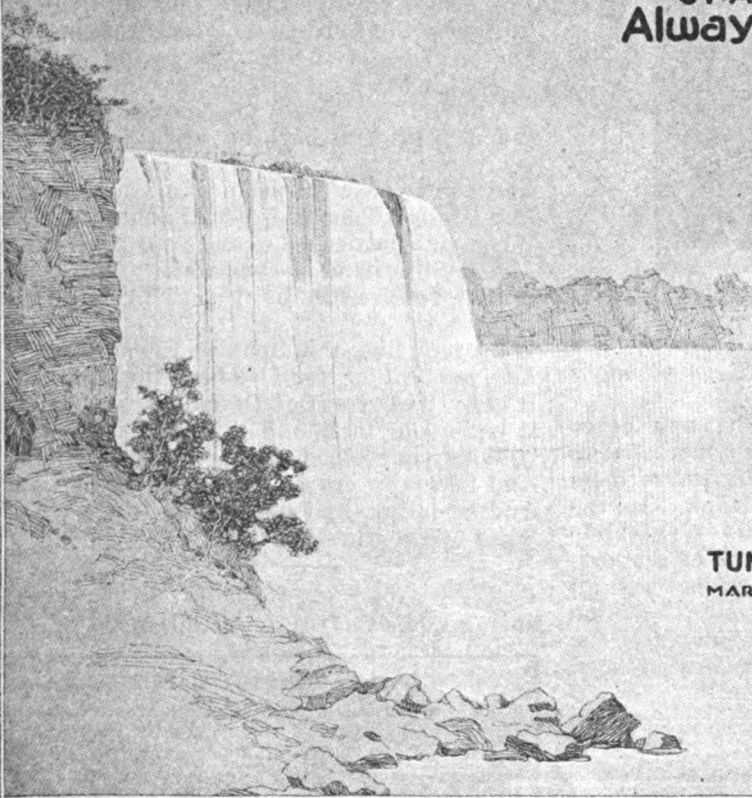
A man rented a very valuable store property at which he built up a large and profitable business, which to some extent was dependent on the location. Growing doubtful about the renewal of his lease, he went to his landlord and got him to agree verbally to "renew the lease at the end of the term." When the lease expired the landlord refused to renew it on the ground that his promise to renew, being wholly indefinite as to terms or rent, was not binding on him. This view the court upheld and the tenant had to move.

All of the above cases and many, many more, belong to the same category—that of business men who leave part of their deal unfinished, thinking it will be easy to get together in the future on what was left undone. Then they go ahead and commit themselves under other portions of the agreement, often to find themselves hopelessly entangled and enmeshed by the failure to settle the trifling little detail that was left unsettled on some such understanding as "We'll be able to get together on that, all right."

Power



TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job



TUNGSTEN MFG. CO.
MARSHALLTOWN • IOWA

VISIBLE CURB PUMPS MAKING THEIR WAY RAPIDLY TO POPULARITY

With the increased necessity and construction of service and filling stations throughout the country the manufacture of self-measuring pumps has become almost an industry within itself.

This equipment has developed during the past few years with great rapidity. Perhaps the most recent and advanced improvement has been the visible measuring domes which are found on all of the newest pumps. Many pumps have this dome as part of the original units, but domes are made separately and can be connected with most any of the popular self-measuring pumps. The advantages of domes are



J. J. Groetken, Pioneer in the Development of Improved Self-Measuring Systems

many, principally among them that "seeing is believing."

The automobilist particularly, and other buyers of motor fuel, are naturally attracted to a measuring device which actually shows them what is going into the storage tank. In the self-measuring dome five gallons of gasoline is automatically retained by means of a stand-pipe. This is the ordinary requirement and all that is necessary to fill a tank is to release the valve at the end of the filling holes and the five gallons then flows and can be seen until the last of it passes through the tank.

Scientifically, domes are more efficient, for there is not the slightest chance for measurements to be inaccurate and all grades of gasoline can be handled alike, while in the common suction pumps gasoline of varying gravity is not drawn in the same quantity.

J. J. Groetken, one of the leading manufacturers of automatic measuring pumps, partic-

ularly of the visible type, has had his early business experience in the oil industry. He was originally associated with the Muskogee Refining Company at Ardmore, Okla., and later with the Waters-Pierce Oil Company. In 1913, realizing the possibilities of the gasoline pump business, when at that time their manufacture was just beginning, he gave up his association with the sale of petroleum products and entered the manufacture of various kinds of automatic pumps. Mr. Groetken states that the manufacture of such units was forced upon the trade by a charge varying from one to two cents per gallon for transferring and pumping gasoline and other products. Today the most recent type of visible pumps does away almost entirely with faulty measuring, valve trouble and other inefficiency.

THE FLU

When your back is broke and your eyes are blurred,
And your shin bones knick and your tongue is furred,
And your tonsils squeak and your hair gets dry,
And you're dog-gone sure you're going to die,
And you're skeered you won't and afraid you will,
Just drag to bed and have your chill,
And pray the Lord to see you through,
For you've got the Flu, boy; you've got the Flu!

When your toes curl up and your belt goes flat,
And you're twice as mean as a Thomas cat,
And life is a long and dismal course,
When your lattice aches and your head's a-buzz,
And nothing is as it ever was,
You've got the Flu, boy; you've got the Flu!

What is it like, this Spanish Flu?
Ask, me brother, for I've been through.
It is by Misery out of Despair;
It pulls your teeth and curls your hair.
It thins your blood and brays your bones,
And fills your craw with moans and groans.
And sometimes, maybe, you get well.
Some call it Flu—I call it Hell!

Eighty-four per cent of all failures are among non-advertisers.—Bradstreets.

READ EACH ISSUE CAREFULLY

We are greatly interested in the **HARDWARE WORLD** and give each issue a careful perusal.

In fact we think so much of it we have subscribed for several copies for our employes, as it is advantageous to them to receive such a magazine.

With best wishes for your continued success,

Yours truly,

ROBERTS-DEARBORN HDWE. CO.,
New Mexico. F. R. Roberts, Sec. and Treas.

FRICITION

The THIEF
of POWER

How much does he
steal from YOU ?



MILLIONS of dollars—think of it, millions—are lost every year by car owners through that insidious giant, **FRICITION**. Lost because it takes **more gas** to run a car with Friction gripping the running gear. Lost because, wherever the steel fingers of Friction get a strangle hold, the result is **costly wear**.

And this enormous loss takes place in spite of the liberal use of oils and greases.

The answer is obvious: **ALL OILS AND GREASES ARE NOT EFFICIENT LUBRICANTS!**

Do not be satisfied with any oil or grease that is offered you. Emancipate your car from the tyranny of Friction by insisting on **S & F Lubricants**. They **really lubricate** because they are **true lubricants**, produced by technical experts from scientific formulas. Demand them. They pay.

Write for Booklet

Interesting Proposition to Dealers

SWAN AND FINCH
COMPANY
NEW YORK

Quality Lubricants Since 1853

Philadelphia
Providence

Chicago
Hartford

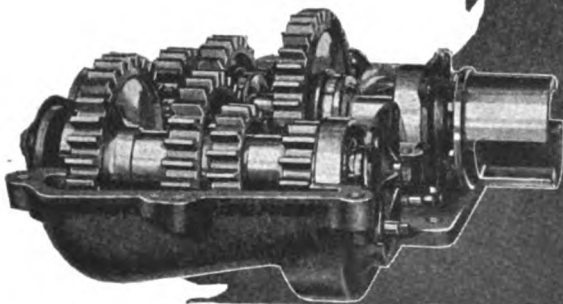
DISTRIBUTORS

Mr. Geo. W. Ward & Co., Cincinnati, Ohio; Mr. W. J. Holiday & Co., Indianapolis, Ind.; The Fisk Company, of Texas, San Antonio, Tex.; Kimball-Upson Company, Sacramento, Cal.; W. E. & W. H. Jackson, San Francisco, Cal.; Richards & Conover Hardware Co., Kansas City, Mo.; Motor Mercantile Co., Salt Lake City, Utah; Roehm & Davison, Detroit, Mich.; Kelley-How-Thomson Co., Duluth, Minn.; East St. Louis Gasoline Co., East St. Louis, Ill.; National Electric & Auto Supply Co., Peoria, Ill.; Chanslor & Lyon, Portland, Ore.; Flanigan Warehouse Co., Reno, Nev.

NORMAN COWAN, Pacific Coast Representative, San Francisco, California

Gearse

An automobile transmission and differential lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.



A FEW REASONS WHY BUSINESS WILL BE GOOD

For many years almost anyone in the United States could start a bank. These banks could issue their own paper money. When the banks broke, as many of them did, the paper money was no good.

That is one of the biggest reasons why there was a slump in business every once in a while in the United States. Factories closed, men and women were out of work. Merchants could not move their stocks. Many of them failed.

Now things are different. The federal reserve banking system has the government as a foundation. Our money is now good, whether it is gold, silver, paper, copper or nickel.

We have more money than ever before in the history of the country. Paper money cannot get out of the country and is as good as gold, because it is backed by the government.

When money is scarce in one federal reserve district, funds from another district can be sent to relieve the situation. This helps every kind of business, and merchants get their share of the general prosperity.

Farm and Factory Products in Demand

Never before has the outlook for a big business been as bright as it is right now. Manufacturers are making plans to send their products in greater quantity to every part of the world.

Ships are being built to carry this trade. Many of them are already in use. They will carry the flag of the United States. Thousands of men will be employed in the shipyards.

A market is waiting for everything the farmers of the United States can raise. The world is short of the materials and food which we can supply. We must send everywhere the products of farm and factory.

All kinds of public improvement and construction work that was stopped by the war will now be pushed to a finish. The government is discharging men from the army only as fast as they can be absorbed by industry. New plants and new things to make will need many of them.

The price of materials is coming down very slowly. Wages are continuing on a high level, with some shifting of labor. A great deal of business is being transacted and merchants are very prosperous.

Capital—Labor—Management

Capital, labor and management are closer together today than ever before in this country. They must realize more than ever that the time has come to work together instead of pulling in opposite directions.

The men with money to run business are more willing than ever before to consider the health and happiness of the men who furnish the labor necessary to business. Laboring men

are coming to see that their best interests lie in working harmoniously with their employers.

Never in the history of American industry has the man at bench and desk played such a big part in the management of concerns of all kinds. The spirit of democracy is taking hold of business.

Industrial conditions in America are different from conditions in the Old World. Here every ambitious young man has an opportunity to rise as far as his energy and ability will take him. In Europe it is extremely difficult for a young man to rise above his "class." There are no high board fences around advancement in America. There are no classes. The poorest boy may become the head of the greatest business.—N. C. R. Bulletin.

HOW LIVE MISSOURI DEALER HANDLES ACCESSORIES

Editor **HARDWARE WORLD**:

In the spring of 1917 we commenced to have a number of calls for different parts for cars, tires and oils, so we got busy and lined up with a tire and rubber company for their service station and at the same time put in a number of different parts, oils and accessories.

We then made a display in our windows and let the public know that we could supply them with their tires, oils and accessories.

Well, to our surprise, we soon sold out our entire supply and had to order many times during the first year.

We always look out for anyone owning a car and tell them what we have that they need on their car to make it more comfortable and better. We are more than pleased with the increase in business in our auto line for the year of 1918 over the year of 1917.

We always take time to explain thoroughly the advantages of our different articles and how that they can apply them without the aid of a mechanic. At the same time we always show them the very wrench that they need to apply the different articles, thus selling more wrenches in the last year than in any two years previous.

We know from experience that the auto tire and accessory business is very profitable and think that it belongs to the hardware dealers.

Yours truly,

W. H. BRAY HARDWARE CO.,
W. H. Bray, Secretary.

The Big Four Hardware Company, at Princeton, Mo., has purchased the stock of Casteel Bros.

The Burr Oak Hardware Co., Burr Oak, Kan., has purchased the hardware and automobile accessories stock of E. F. Jones Hardware Co.

DREADNAUGHT TIRES

"Go Ahead."

A MESSAGE often wigwagged aboard a Dreadnaught battleship is the brief command, "Go Ahead." Likewise in operating your motor car there are times when your very life depends on its ability to "go ahead" without the risk of tire failure.

Safety and tremendous reserve power are embodied in DREADNAUGHT TIRES.

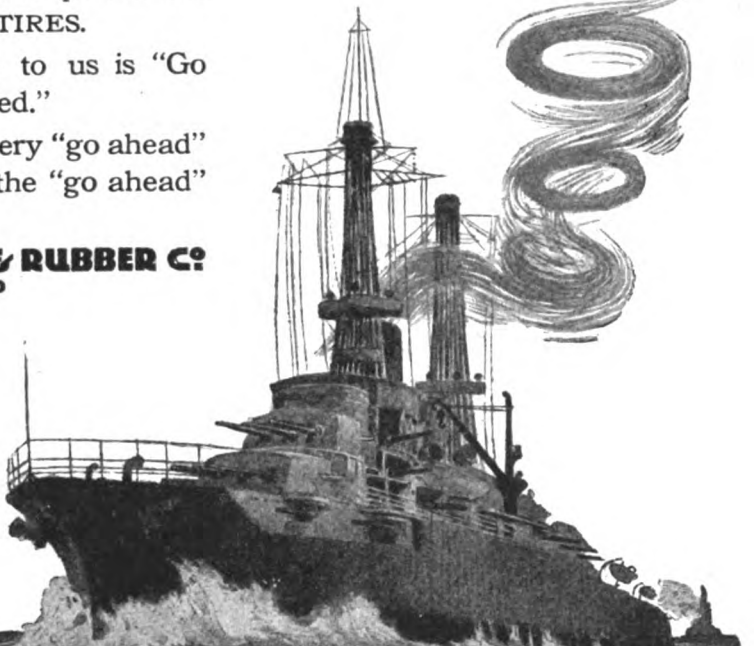
The Government's message to us is "Go Ahead—the restrictions are lifted."

This will be a big year for every "go ahead" dealer who pushes the sale of the "go ahead" DREADNAUGHT TIRES.

THE DREADNAUGHT TIRE & RUBBER CO.
BALTIMORE, MARYLAND

Pacific Coast Distributors:

ARNOTT & CO., Inc.
112 South Los Angeles Street, Los Angeles, Cal.
THE AUTOMOTIVE SUPPLY CO.
1558 Broadway, Denver, Colorado
THE P. J. CRONIN CO.
129 First Street, Portland, Oregon
DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash.
DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street, San Francisco, Cal.
STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Utah
WARE BROTHERS CO.
123 Howard Street, Spokane, Wash.



GUARANTEED 5000 MILES

Self-Possession the Best Possession

WE HEAR so much about enthusiasm, and putting pep into things, and being a live wire and on our tip-toes in order to be a business success, that many of us forget sometimes that there are occasions upon which it is wise to be "as cold as ice."

It is rare, indeed, that a business man can go through his career from start to finish, or even a small portion of it, without some exceedingly trying circumstances arising, and the difficult part of it is that these circumstances are nearly always unforeseeable. This makes it impossible to prepare to meet them except in a general way. The result is that we are apt to be taken by surprise, and perhaps say or do things we would not otherwise.

It is also strange, but nevertheless true, that such occurrences nearly always happen at times when we are hurried, especially busy, worried, or perhaps overworked and not feeling well. Quite possibly the disturbing circumstances bulk larger than they would otherwise if we were entirely ourselves. Let me give you two or three illustrations:

Jones had a business associate who had been following the "primrose path" for some time. The result was that the associate, whom we will call Smith, frequently came to the office in the morning with a big head and a dark brown taste in his mouth. Jones ignored this for a long time, knowing that an inevitable change was ahead.

One morning he came to business and was busily engaged at his own desk. He was somewhat surprised to look up and see Smith standing in front of him, and to hear him making a vicious and unwarranted attack upon a business transaction Jones had put through the day before. Now, Jones was conscious of having done the best he could and having done well, and before he realized it, he was defending himself and the two were having a regrettable row. It was humiliating and both lost in the eyes and estimation of the onlookers. Naturally, as is always the case, the rest of the business force took sides, and the result was the formation of factions which made an almost intolerable situation.

Again, a young man employe had reason to believe that he was about to be discharged and, knowing that his conduct warranted such a step, he was "sore." He made up his mind to leave before he got the "blue envelope," and in order to justify his course of conduct, he was deliberately insolent in manner and neglectful of duty.

His employer thought to overlook everything and to let him go on the regular pay night, but that morning the employe was so impertinent and disrespectful that he lost his

temper and there was an unpleasant scene before a number of customers. The employer tried to check the torrent of invective and abuse coming from the employe's lips, but it was seemingly impossible to do this, and as the young man kept on, the employer told him to leave at once or he would forcibly eject him. Later the angry employe entered suit on the ground of assault, although as a matter of fact, a finger-weight had not been laid on him. It is easy, however, for claims to be made, and even if they are false a person of this nature will bank upon the probability of a settlement rather than unpleasant publicity.

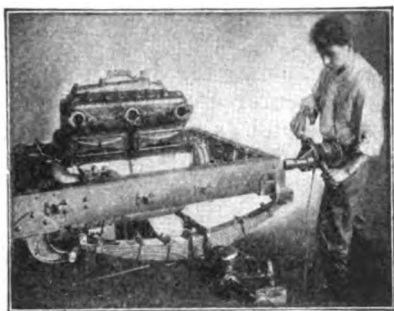
Such illustrations might be continued, but these two will suffice. The point is that when the other person becomes angry, insulting, unreasonable or deliberately irritating, it is the time of times for you and for me to become "as cold as ice." The very fact that the other individual has lost control of himself, is ample reason that you and I should retain full possession of our personal poise and our keenness of wit.

Frequently it is better to say little or nothing and to let the rage of the other person exhaust itself without additional fuel. Difficult, to be sure, but wise, as many a person will testify. It is very easy to get into trouble enough in a few minutes to undo the careful work of years. The average individual carries a transaction or a business undertaking through its beginning and its middle stages with reasonable accuracy and prudence, but all too often in the last quarter there is a slip which is most regrettable and could be avoided if surprise or the unexpected in some form did not cause discretion to be momentarily forgotten.

At any and all times the man in business must remember that the best possession of all is self-possession, and that the instant he loses control of his better judgment, that he has put himself into the power of those who may be willing and ready to make capital of such a circumstance and possibly to distort facts.

Safety first demands that every individual who values his peace of mind and his business prospects shall avoid any and every situation subject to misinterpretation. This does not mean that any one of us need necessarily put up with injustice or unbearable circumstances, but it is well to remember that becoming angry or losing control of ourselves is the poorest possible way in which to solve a difficult problem. The man who is cool under fire is the one most likely to escape unscathed.

Floyd Totten is successor to Totten & Deacon, at Harrisonville, Mo.



Standard Electric Drill on Automobile Work

Our Hand Drills are made in 3/16", 1/4", 5/16", 3/8", 1/2" and 5/8" sizes. Weight 6 to 20 lbs.



Screw Feed Drill. 3/8" to 1 1/4" sizes.

Every tool we manufacture is Guaranteed for ONE YEAR, both electrically and mechanically. Ball Bearings are Used Throughout.

THE UNITED STATES GOVERNMENT AND FOREIGN GOVERNMENTS HAVE BOUGHT THOUSANDS OF OUR TOOLS.

If you will write us we will gladly tell you of the various classes of work where our tools will soon pay for themselves on account of the time and cost they will save.

Sell "STANDARD" Portable Electric Drills and Grinders

Write Us Today for Our Special Proposition

These are the tools that you **take to the work**—can be attached to any lamp socket. They are great Labor and Time Savers.

**PORTABLE ELECTRIC
TOOLS GREATLY IN-
CREASED PRODUCTION ON WAR WORK.**



**THE DEMAND FOR
THEM IS GROWING
RAPIDLY AND IT IS
NOW MUCH GREATER
THAN EVER ON AC-
COUNT OF THE RE-
SULTS THEY HAVE
PRODUCED DURING
THE WAR PERIOD.**



Our Universal Drills and Grinders operate on both alternating and direct current, being perfectly interchangeable.



Floor Grinder

THE STANDARD ELECTRIC TOOL CO.

Cincinnati, Ohio, U. S. A.

Profits—Gross and Net

(By W. W. Cooley, of Burroughs Adding Machine Co.)

CAN you tell what your profits are on an article that you sell?

Do you know what your net profits were last year?

Have you a reliable system to furnish you with that information?

If so, then you are on the safest and surest road for a realization of your ambition.

According to the most reliable authorities, there have been established in the past few years, about 20,000 new places of business, each year; during the same time the average number of failures has been 15,000 per annum.

The United States Federal Trade Commission, after investigation, reported that 90 per cent of the manufacturers had no adequate method of ascertaining the cost of production and many had no cost system whatever. Out of one and a quarter million retail merchants, less than 4,000 paid an income tax in 1917.

Why such a small percentage? Because, through poor system, they either had not secured profit enough to put them in the taxpaying class or, if they were, they did not know it.

If that irrefutable "law of averages" says that 75 per cent fail, it is certainly of interest to know some of the prime causes for such failures as well as a remedy for prevention.

Malcolm Kerr, professor of industry of the University of Pennsylvania, has given much time to research and study of this problem and he enumerates eight causes, viz.: "Acts of God," dishonesty, inexperience, nepotism, over-conservation, poor location, unwise use of capital and poor accounting. Under the law of averages it has been learned that every dollar received represents three separate divisions and that the percentages are: 75% for cost of merchandise, 18% overhead expenses, 7% average net profit.

There are some of you that have made much more during the past year; there are some that possibly made less, and perchance some that have no idea as to what they have earned as a net profit.

However you may think, "the law of averages" is a mighty good indicator of what you can expect. Therefore, if the average net profit is 7 per cent and you would increase it, your only sure method is by the reduction of expenses that will clip that 18 per cent overhead.

Danger of the I. I. I.

By your "mark up," if right, you establish the gross profits, but the net profit is the all-important subject to you. Some of your expenses may be too high, due to either ignorance, inexperience or indolence. You may be using your capital unwisely by extending long-time credit to customers who should pay you, but

prefer to use the money for other purposes because you do not enforce collections. In other words, are you acting as a banker for some of your customers, but not securing the compensating interest?

Is your store filled with relatives? Professor Kerr gives it as the third most productive cause of failure; because you have been economic, energetic and ambitious is no indication that your son, nephew or brother-in-law has the same ideals, and if they do not, the sooner they are pensioned elsewhere and you secure efficient help, the sooner the net profits will increase.

Cheap Rent May Be Dangerous

Have you a poor location? The fact that you may have a "low rent" is not a proof that you have a cheap rent. A small amount added to present rental might secure another location that would permit and produce increased business to such an extent that the selling cost per dollar would be materially reduced, regardless of the "high rent."

Over-conservatism has reduced profits. Dishonesty has caused losses and has produced 6 per cent of the failures, but as such causes always gain notoriety many think that this is a low percentage.

"Acts of God" have produced failure, but the "fire of 1906" proved that though men may lose their property, if they have character, they will be re-established, as were many after that great fire, who have made a success and never suffered from the stigma of failure, because they were looked upon as men that knew their business.

Have you a poor accounting system?

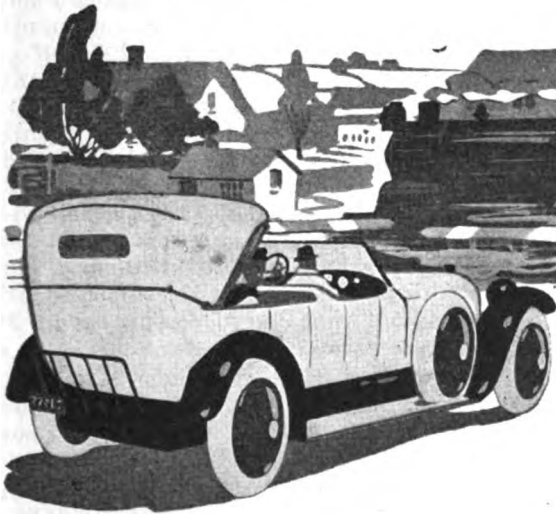
Do you know what you ought to make and do you know what you are making?

Is your office machinery running smoothly; is it automatic to the extent that at any hour you can find out those important facts that insure "net profits"?

You Exist on Net Profit

The National Association of Credit Men issued a pamphlet containing fourteen rules for figuring cost and profit. If you have not carefully studied these rules, secure a copy from the credit man of some of the houses that you deal with and give them the consideration that they merit and you will be the gainer, for if followed, there will, of necessity, be an increase in the net profits. These ever-interesting net profits are what provide comfort and peace of mind. They are based upon the cost of doing business. The money spent in making or in trying to make a sale. It frequently costs a great deal more to try and make a sale than to actually make one.

HARTFORD TIRES



Hartford Tires
means Tire
Insurance

THE secret of successful motoring consists largely of the certainty that tires will give satisfactory service. Tire insurance is a motoring requisite. Careful motorists investigate thoroughly before making a selection.

HARTFORD TIRES have always been a quality product, and, today, they represent the best possible purchase.

Offer your customers a line that embodies—

- strength and security
- anti-skid efficiency
- insurance against road-wear

By their popularity **HARTFORD TIRES** assure you larger profits.

Hartford Rubber Works Company

1790 BROADWAY

NEW YORK

Hartford Cord Strongheart Tread "H" Tread Plain Tread



HARTFORD DISTRIBUTORS

Albany Hdw. & Iron Co., Albany, N.Y.
Auto Supply Co., Scranton, Pa.
Balknap Hdw. & Mfg. Co., Louisville, Ky.
Beals-McCarthy & Rogers, Buffalo, N.Y.
Burhans & Black, Inc., Syracuse, N. Y.
Bostwick-Braum Co., Toledo, O.
Blish-Mize-Silliman Hdw. Co., Atchison, Kans.
Crump Co., B. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Delaware Elec. & Supply Co., Wilmington, Del.
Dils & Son Co., H. P., Parkersburg, W. Va.
Downing Electrical Co., Des Moines, Ia.
Economy Auto Supply Co., Newark, N.J.
Ferguson-Adist Co., Burlington, Vt.
General Auto Supply Co., Amarillo, Tex.
Goody-Rankin Co., Providence, R. I.
Green & Swett Co., Boston, Mass.
Hibbard-Spencer-Bartlett & Co., Chicago, Ill.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdw. Co., Green Bay, Wis.

Martin-Evans Co., Brooklyn, N. Y.
Motor Supply Co., Pittsburgh, Pa.
May Hdw. Co., F. P., Washington, D.C.
Myers Harper, F., York, Pa.
Marshall-Wells Hdw. Co., Duluth, Minn.
Marshall-Wells Hdw. Co., Spokane, Wash.
Marshall-Wells Hdw. Co., Portland, Ore.
Morley Bros., Saginaw, Mich.
Nelson & Price, Los Angeles, Cal.
Pneumatic Tire & Repair Co., Philadelphia, Pa.
Pruitt Hdw. Co., Fort Dodge, Ia.
Rally Bros. & Raub, Lancaster, Pa.
Stauffer-Ebleman & Co., New Orleans, La.
Suellohn & Seefeld, Milwaukee, Wis.
Tracy-Wells Co., Columbus, O.
Wilson Hdw. Co., E. L., Bessemer, Texas.
Wilson & Pugh, Cumberland, Md.
Worthington Co., Geo., Cleveland, O.
Weed & Co., J. D., Savannah, Ga.
Wade & Duntun Motor Car Co., Lewiston, Me.
Wicks Hdw. Co., St. Louis, Mo.

The eight primal causes of failure are likewise eight causes of reduced profits. What are you doing to know the cost that tends to increase or reduce your net profits?

Daniel C. Roper, Commissioner of Internal Revenue, has urgently requested every retail merchant to keep books and to keep them right. If they are not kept right, it is all waste labor and they only clog your business, because relying on them, they mislead you and insure a reduction of net profits.

To have thorough information of the cost of doing business you must have complete records that will show you a proper segregation of your expense account. If correctly done and frequently referred to, it will help you immensely. The average business man does not secure the per cent of profit that he imagines that he is securing. He frequently fails to enter legitimate charges and then when the expense is figured he thinks that he has done better than he really has.

For instance: Recently a merchant was attempting to sell his business. The prospective buyer asked for sales, expenses and profits. The seller showed figures that had led him to believe that he was making money, but the buyer noted the absence of rental charge and a small expense for clerk hire. The seller explained that he owned the building and that the service of his children enabled him to get along with little clerical help. This was decidedly a case that did not show the bona fide net profits and the sale was based on corrected figures.

Turnovers or Left Overs

Another great "cost to business" is the idle stock on your shelves.

Turnovers not leftovers should be the slogan of the retailer.

A "going inventory" is the greatest possible advantage to the dealer and is so proven by the largest and most progressive of business men, who would not incur the expense if it were not profitable.

If it is advantageous to Armour & Company, The California Packing Corporation, Marshall-Wells & Company and thousands of others, it would pay you. Such concerns can tell you at a moment's notice the quantity of any commodity that they own, also where it is located, in which one of their many branches or factory plant, and were it not so they would never be able to conduct such an enterprise. With such information recorded, one can see at a glance the quantity of goods purchased, the cost, the sales, how long they were in stock, and with such a visualization they are prepared to hurry up the turnovers and the more frequent the turnover the larger the net profit.

The turnovers can be accelerated by good advertising, by placing in conspicuous positions and by cooperation among the sales force, but the foundation of the knowledge that begets net profits is in the records.

One of the simplest methods of increasing the net profits that I have seen in a retail hardware store is a plan followed by a Mr. Fisher, of the Keystone Hardware Company, of Denver. Having decided on the location where he will place goods in stock, he makes a small tag, showing maximum and minimum quantity to be carried. This is fastened on the shelf and when the low water mark is reached a new order is placed. By this method he has found that he can get along with a smaller quantity than if he depended on a hit or miss plan. He also has made sample boards on which are various sizes of hinges, nails, screws, bolts, etc. These, convenient to the customer, enable him to decide just what he wants without a clerk being required to show several different articles, thus saving time and increasing net profits.

Time Saving Adds to Net Profit

This brings us to the question: What is the most costly thing that you handle in your store? You will probably think it is a mower, or some expensive farm implement. Such is not the fact. The most expensive thing that you have to deal with is time, and what you can save on an employe is an addition to net profit, but the time gained in quick turnovers is of such value as to be unappreciated.

You have a tractor that costs you \$2000.00, which is to be sold for \$4000.00. Your selling expense is 20 per cent, or \$800.00; if sold in the first year this would give you a net profit of \$1200.00, but if not sold until the second year the selling expense is 40 per cent, or \$1600.00, and your net profit then is only \$400.00. Should it be your misfortune to have to hold for the third year you suffer a loss of \$400.00, hence time is a most important consideration.

Suppose that you had handy a card showing the date of purchase, the price paid and the daily expense of carrying this article, that you posted to it daily and saw the cost growing larger and larger until it exceeded the sale price, do you not realize that you would make a great effort to dispose of this article? The "going inventory" will give you such information.

Costs Increase Daily With Left Overs

Actually and literally, costs are daily growing on every article that you carry in stock and a neglected commodity can eat its head off in time. It is just such things that have a tendency to reduce your net profits. You may not have the time to personally attend to the detail; you may think that you cannot afford to hire a person to attend to this detail for you, but as a matter of fact you cannot afford to be without the information.

In any community you can find someone who is capable of installing a simple system that will meet the necessary demands of your business.

You should know the daily sales by clerks, the daily sales by departments, daily sales, cash

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

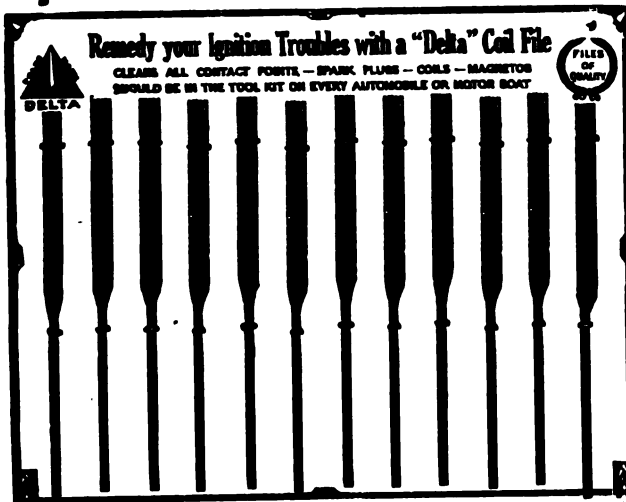


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



Cleans All Contact Points, Spark
Plugs, Coils, Magnetos

Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.



Trade Mark Registered, U. S. Pat. Office

UNIVERSAL

"Most Ford owners
will renew the trans-
mission linings them-
selves. This package
is just what they
need."

Universal Transmission Lining for Ford Cars

That Package contains the three proper
lengths, in exactly the right width and thick-
ness for the Ford Transmission—and all rivets
required, ready for use.

Show it to most any Ford owner whose
transmission needs replacing and he'll quickly
see the advantage of doing this easy job
himself—instead of paying high rates per hour.

The quality of Universal Lining is univer-
sally admitted. Made by the makers of the
celebrated "S-M-C" Asbestos Brake Lining—
is compactly woven—grips like a bull-dog.
Treated with the improved Universal com-
pound which makes it more water-proof, more
oil-proof and more slip-proof than any other
cotton lining. Absolutely chatterless, as
quick as it is quiet—dependable always.

As easy to sell as a package of
tacks—and far more profitable.

Write today for our quantity prices to the
Hardware Trade on Universal Sets and on
brake and transmission linings in rolls.

STAYBESTOS MFG. CO.

The "Modern" Factory,
equipped to make all
types of brake lining
and all widths up
to six inches.

5547 Lena St.,
Philadelphia,
Pa.

\$1.25

COMPLETE



and charge, the amount of outstanding accounts, money owed, bank account, monthly sales by clerks and by departments, a segregated expense account, amount of bills receivable and bills payable.

If you keep your "going inventory" you can readily ascertain your gross profits, make your deductions of expenses and thereby find your net profits. The time and money spent for this information will prove a good investment. It will keep you informed as to the success or failure of your efforts. If the profits are not what they should be, the figures will point out where the excess expense occurs and you can make the correction. Always bear in mind that your profit percentages should be figured on the selling price.

Departmentization will prove of inestimable value in showing you where the leaks are, for too often one paying department is carrying the burden for the unprofitable ones and with the right information you can get rid of the exacting load.

Guesswork means glimmering profits.

Lack of knowledge means a lack of profits.

Many leaks means many losses.

While an intelligent knowledge of your business that can only be secured through the medium of reliable figure facts will bring to you the happy condition that is always desirable and invariably produces the satisfactory and never-failing net profit.

Retail Hardware Costs

Compiled by Harvard University Bureau of Business Research:

	Standard % of Sales.	Obtainable for \$1.00 Expended.
Salaries	10.11	.5208
Rent	3.41	.175
Advertising	1.12	.0586
General expense	1.01	.053
Insurance Tax .....	.99	.052
Delivery .....	.91	.0466
Supplies .....	.60	.0300
Depreciation .....	.52	.026
Heat, Light .....	.43	.022
Bad Debts .....	.31	.016
Typical Costs	19.41	\$1.0000

FIGURING COST AND PROFIT

Fourteen Rules Issued by National Association of Credit Men

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your

family employed in the business not on the regular payroll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change of style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8. Charge all incidental expenses, such as drayage, office supplies, livery or expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10. Charge collection expenses.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; divide this figure by the total of your sales and it will show you the percentage which it has cost you to do business.

13. Take this percentage and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitor as well.

NATIONAL FARM EQUIPMENT REPAIR WEEK

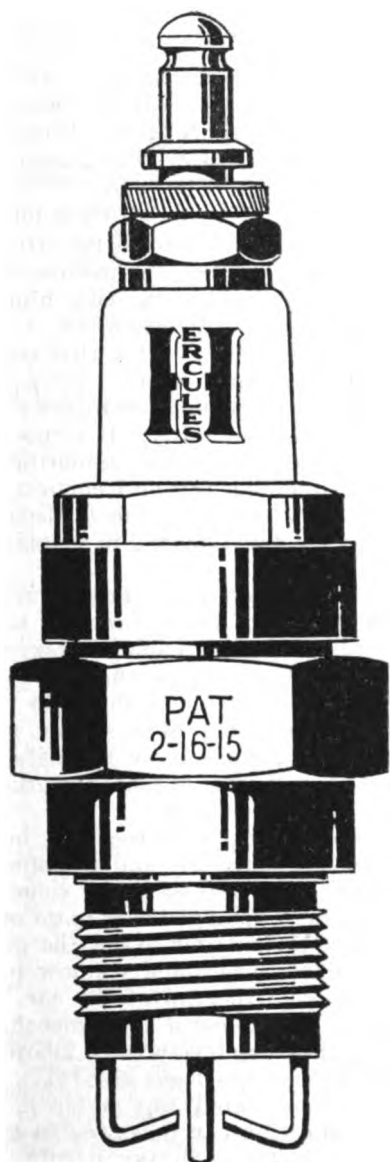
The National Farm Equipment Repair Week will be held March 3 to 8, and as most merchants are familiar with the importance of getting the farmers and ranchers to take stock of their repairs and see what will be needed during the season is a feature which should not be overlooked by the retailers.

National Farm Equipment Repair Week should be emphasized in a merchant's advertising and in a personal way, so they may know just what repairs it may be necessary to stock.

Frederic T. Huddart, well known to the hardware, iron and steel trade of the Pacific Coast, passed away recently at San Francisco. He was a member of the firm of Woods, Huddart & Gunn, and was actively engaged until the time of his death. He is survived by a widow and a sister.

He was a man of splendid ideas and principles, and was the son of the late Rev. Robert Townsend Huddart, long identified with educational and religious work on the Pacific Coast.

HERCULES Spark Plugs



IN EVERY class of merchandise there appears some individual line which stands out pre-eminent as the standard of excellence and quality. Other manufacturers refer to their own product as "just as good," thereby conceding pre-eminence. The HERCULES line stands thus in the spark plug field.

**STRICTLY A
QUALITY
PRODUCT**

**MADE IN
U.S.A.**

Western Distributors

M. L. Foss.....Denver, Colo.
Geo. Hamburger Tool & Sup. Co..Denver, Colo.
Henderson Motorcycle Sales Co., Los Angeles
Holbrook, Merrill & Stetson Co., San Francisco
Holmes Hardware Company.....Pueblo, Colo.
Chas. Ilfeld Co.....Las Vegas, N. M.
Inland Iron Company.....Fresno, Cal.
J. Korber & Company...Albuquerque, N. M.
Krakauer, Zork & Moye's S. I., El Paso, Tex.
McCoy Motor Supply Co..San Francisco, Cal.
Morey Mercantile Company.....Denver, Colo.
Morse Hardware Company..Bellingham, Wash.
Pacific Net & Twine Company..Seattle, Wash.
Palace Hardware & Arms Co...Phoenix, Ariz.
M. Seller & Company.....Seattle, Wash.
M. Seller & Company.....Spokane, Wash.
M. Seller & Company.....Portland, Ore.
Strevell-Paterson Hdw. Co., Salt Lake City
Thomson-Diggs Company....Sacramento, Cal.
Waterhouse & Lester Co...San Francisco, Cal.
Waterhouse & Lester Co....Los Angeles, Cal.

ECLIPSE MANUFACTURING CO.

Indianapolis, Indiana



WHAT SHIP TONNAGE IS

To many persons who are not experienced shipbuilders, the various uses of the term "tonnage" in relation to the size of a ship may be confusing.

There are four kinds of tonnage in use in shipping circles. They are gross tonnage, net registered tonnage, dead-weight carrying capacity and displacement.

Dead-weight tonnage is what the vessel actually can carry in tons of heavy cargo, plus stores and bunker coal.

Gross tonnage is based on the cubic contents of the hull, with certain arbitrary spaces deducted, and has little bearing on the cargo-carrying capacity of the vessel.

Net registered tonnage is gross tonnage, with certain allowances for crew space and machinery space deducted, and has little bearing on the dead-weight carrying capacity of the vessel.

Displacement is the total weight of the vessel when full of cargo—that is, the weight of her hull plus her dead-weight tonnage.

In round numbers a ship of 9,000 tons dead-weight would stand about as follows:

Dead weight carrying capacity.....	9,000
Gross tonnage	5,000
Net registered	3,000
Displacement	12,000

BALDWIN REFRIGERATOR CATALOG

The catalog of the Baldwin Refrigerator Co., so well known to users and dealers, is before us and is in keeping with the high character of this institution.

Baldwin Refrigerators have been manufactured for thirty-five years and their growth has been steady and consistent, which proves that these refrigerators give satisfaction and are an economy to the user and to dealers.

They have customers who have handled Baldwin Refrigerators for over thirty years continuously.

They make both ash and oak cases lined with metal, white enamel and seamless porcelain. Their goods are of the newest designs, presentable, attractive and have points of merit which make them easy to sell and most satisfactory to users.

For the convenience of their trade they have distributors in all the principal trade centers throughout the country, their trade in the far West being supplied by the Union Hardware & Metal Co., at Los Angeles; Heyman-Weil Co., San Francisco, and Sloss & Brittain, San Francisco, and by other well-known jobbers.

They will be glad to send their catalog and give full information to any of our readers upon request.

INTERESTING, PRACTICAL, HELPFUL

I have been a subscriber to the **HARDWARE WORLD** for many years, and I consider it one of the most valuable publications that comes my way.

I always read it with keen interest. Its matter is put in an attractive manner and well illustrated. I appreciate its short, practical articles on the general phase of hardware merchandising.

I do not hesitate to recommend the **HARDWARE WORLD** to hardware men, as one of the most up-to-date, practical and interesting trade journals published.

Oregon.

G. P. PARSONS.

"CUSTOMER FIRST"

A very successful small-town hardware store has the following rule in successful operation:

"Customer First. No matter what a clerk may be doing, other than waiting upon another customer, he must drop whatever else he is doing and wait upon the customer."

You might say that all stores have that unwritten rule—but do they? Or, is it carried out?

It's needless to add that customers like that "Customer First" service.

A NEW LINE FOR HARDWARE DEALERS

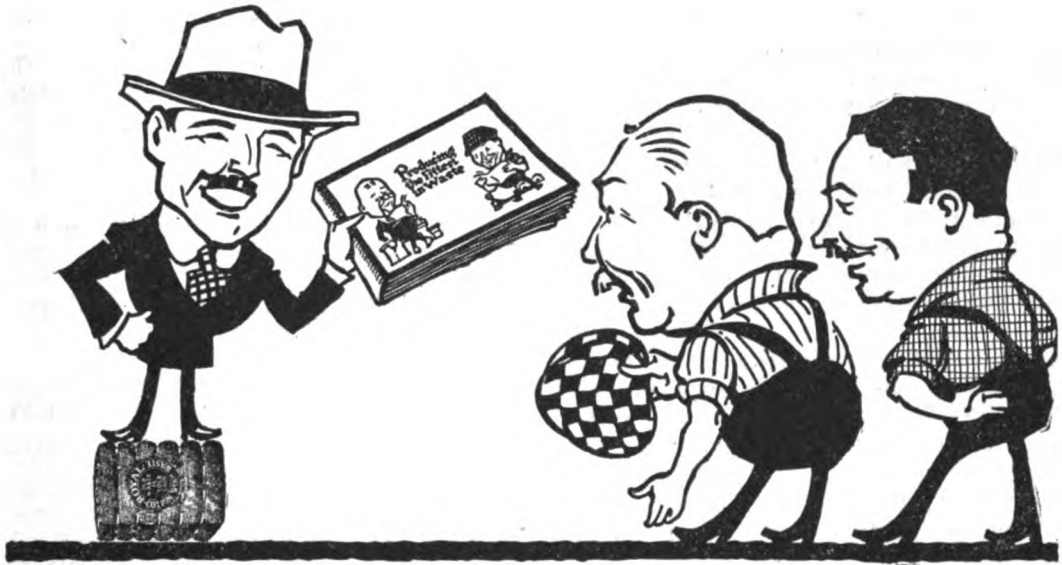
As is generally known in the hardware trade, there has recently been organized an associate branch of the National Hardware Jobbers' Association called the Automobile Accessories Association. The secretary of this association is T. James Fernley, of Philadelphia, Pa. Mr. Fernley requests that all manufacturers making anything in the automobile accessories line, list their products with him for the information of the association.

We learn through Mr. Fernley that recently hardware jobbers and dealers have been stocking and selling a line not heretofore recognized as a hardware commodity. It seems they were forced into the new line by circumstances. It consists in automobile top and curtain fabrics, upholstering fabrics and the transparent sheeting used as window material in automobile curtains.

Thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows, the curtains themselves, or of fixing breaks or leaks in automobile tops. Many of these breaks are of a simple character that the owner himself or his wife can very easily repair if the proper material is available with which to do it.

Until the hardware trade recently began stocking rubber top materials and transparent sheeting it had been necessary in some instances, for owners of damaged cars to go many miles to a large city in order to get the goods necessary to replace the broken window panel or a leak or break in the top of the car. As soon as hardware and general store merchants began stocking these materials this inconvenience and loss of time has been avoided.

Both the rubber coated top material and the transparent sheeting can be sewed in place by hand with an ordinary heavy needle, and can be sewed on an ordinary sewing machine if a heavy needle is used, and ordinary scissors can also be used in cutting either material. Top and top window repairs, therefore, have now become a simple matter since the repair materials have become more readily accessible.



There are 12 grades Gentlemen and every one bears the Royal mark

The name Royal on a bale of waste means many things.

It means higher saturation and therefore greater work capacity per handful.

It means assured quality, even weight, 6 per cent "tare" (wrappings)—therefore less cost per bale.

It means refinement, cleanness, protection against accident to the worker.

Each of these meanings is realized most fully when you choose the Royal grade best suited to your particular need of service and price.

Twelve Grades

Six White: Baron, Count, Czar, Duke, Earl, Emperor.

Six Colored: King, Marquis, Mikado, Prince, Rajah, Sultan.

The bright little book—"Producing the Fittest in Waste" is yours for the writing on your letterhead. Ask your jobber or us for Royal Sampling Catalogue.

It will pay you to follow up the big Royal Magazine campaign.



ROYAL MANUFACTURING CO

General Sales Offices and Plant
RAHWAY, N. J.

Look for the Brand on Each Steel Band

New York Office—2 Rector Street
Chicago Office—Peoples Gas Bldg.
Pittsburgh Office—Oliver Bldg.
St. Louis Office—Pontiac Bldg.
Boston Office—Rice Bldg.
San Francisco Office—Wells Fargo Bldg.

THE AUTOCRATIC SPIRIT

The editor of the London Graphic reaches the heart of a vital matter when he writes:

"We hear a great deal about reconstruction, but, side by side with the process of building up, we shall still have to go on pulling down all sorts of bullying, whether it is done by Germans or by the little races that are now coming to their own, or by countries in the Entente, or by sections of our own people, whether they represent Lords or Labor. The autocratic spirit is forever raising its head, and the business of civilization is to knock it down with a hammer if necessary whenever it begins to exercise its brutal bullying spirit on people or countries unable to hold their own. The Part must not dominate the Whole."

We have brought imperial Germany to her knees. We have defeated and disrupted Prussian militarism.

But we have not broken the autocratic spirit that built up Imperial Germany and of which Prussian militarism was the servant and tool.

If it were not for the menace of several millions of allied soldiers along the western border of Germany, armed and ready to move at a moment's notice, the autocratic spirit would be in the saddle tomorrow commanding and leading again all the Hunnish evils that already have cost the world so dear.

The autocratic spirit is forever raising its head, not only in Germany but in every other land, not only politically but industrially, commercially, socially and religiously. It is an ugly head and will stand a deal of hitting before it keeps under cover.

The conflict between democracy and autocracy will not end so long as three human beings inhabit this earth. For one of those last three will be possessed by the devil of autocracy and it will take the other two to keep him in subjection.

The autocratic spirit needs only opportunity to make it actively vicious. Every time it feels itself to be materially stronger than its opponent it strikes with all the venom and ruthlessness of a rattler.

It is without conscience, without morals, without humaneness. It is evil only and always. It is the quintessence of selfishness. It is the damndest curse that can be laid upon a nation, a people, a "class," an organization, a community, a neighborhood, or a family.

If you love true government; if you are a friend of real progress; if you are a champion of fair play; if you believe in right; if you are too much of a man to be a bully; if you want to make American citizenship the most precious and most prized thing on earth; if you would rather die a free man than live a slave, then fight with all the strength that is in you, the

autocratic spirit wherever and whenever it shows its ugly, venomous head.

And you will know that head by this unfailing sign: A Part will try to dominate the Whole. That Part is autocracy. Hit it.

WHAT IS PEP?

It's the thing which makes the lambs gambol with glee, the colts prance with joy, the calves throw up their tails and run like fury, the birds sing in split-throat notes, the frogs croak upon the creek bank, and the insects buzz and hum in the air.

It makes the milkman whistle as he jogs along, the blacksmith laughingly beat the iron into shape, the plowman urge his horses with a "gee-up, there," and the engineer wave a kiss to his sweetheart as he throws open the throttle.

It makes the woodman smilingly plunge his ax into the giant tree, the banker and merchant rush to their work with a cheery "bye-bye," the mechanic and laborer fairly dance to their jobs, and the soldier "go over the top," with clinched jaws and courage that knows no fear.

It makes the live salesman hie to his calls with shoulders squared, pride in his heart, and nerves a-tingle with anticipation of new success.

Oh, "pep" is anything that puts happiness in the heart, energy in the body, determination in the soul, and invisible courage in the will.

ORDINANCE REQUIRING VISIBLE MEASURING PUMPS

The following is a copy of an ordinance requiring visible measuring pumps adopted by many towns and cities:

Section 1. No person, firm or corporation shall use a pump for the sale at retail of gasoline unless said pump is provided with a container made of glass or other transparent material having a scale of gallons marked thereon; and which will measure gasoline accurately and visibly.

Sec. 2. It shall be unlawful to use any such pump for the sale at retail of gasoline unless the same has first been tested and sealed by the City Sealer of Weights and Measures.

Sec. 3. This ordinance shall take effect thirty days after its passage.

Sec. 4. Any violation of or failure to comply with the provisions of this ordinance shall be punished by a fine, not to exceed One Hundred (\$100.00) Dollars and costs of prosecution, or by imprisonment not to exceed ninety (90) days, or by both such fine and imprisonment, in the discretion of the court, and when such fine and costs are imposed the court may provide that in default of the payment thereof the offender shall be imprisoned for a period not to exceed ninety (90) days unless such fine and costs shall be sooner paid; provided, no person shall be imprisoned for a single violation of this ordinance for a longer period than ninety (90) days.

WORTH ITS WEIGHT IN GOLD

I am enclosing my renewal of subscription to the **HARDWARE WORLD** for this year, and want to tell you I consider the **HARDWARE WORLD** worth its weight in gold and would not be without it.

Washington.

M. J. MESFORD.

ROSE TIRE PUMPS

QUALITY SERVICE

ROSE

products satisfy
service pleases

OVER 1,000,000 IN USE



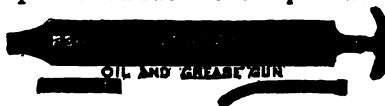
J. H. Haney & Co
Hastings Neb
ASK YOUR JOBBER
MFGRS



ATTENTION—MR. JOBBER

WE SELL TO JOBBERS EXCLUSIVELY
PROTEX LINE PROTECTS YOU ALWAYS

The completeness of the Protex Products have been adopted by America's wholesale hardware jobbers as the biggest profit builder ever produced in motor history.



Manufacturers of the famous Protex Automobile Bumpers which fit 95% of cars now on the market.

Other Protex Products

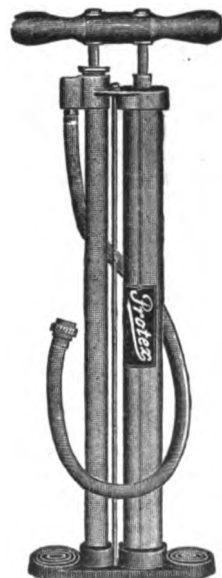
Tire Removers	Connecting Rod Wrenches
Tire Gauges	Double End Spark Plug Wrenches
Tire Holders	Piston Ring Compressors
Fire Extinguishers	Breather and Oil Fillers
Oil and Grease Guns	Tire Pumps
Triple Socket Wrenches	Combination Wrenches

Send for Our Catalog THE LIFE SAVING LINE

Protex Manufacturing Co.

13-15-17 N. Jefferson Street

Chicago, Illinois



JAPAN OFFERS SPLENDID MARKET FOR AMERICAN MANUFACTURERS

Nobuzo Kawai, assistant manager of the wholesale and jobbing firm of Hinomaru Shoten, importers and exporters of hardware, agricultural implements and farm machinery, with headquarters at Sapporo, Japan, is at present in America on a visit to various manufacturers for whose goods they are distributors.



Mr. Kawai says they are constantly on the lookout for other lines, for which there is an increasing demand in Japan.

They issue a number of catalogs, employ five or six traveling salesmen on their force, maintaining branches and distributing depots in various sections of Hakkaido, which is one of the northern islands in the Japanese group.

He says there is constantly increasing inquiry and demand for goods of American manufacture in hardware, garden tools, agricultural implements and machinery generally.

In fact they import a large line of hardware and implements.

American manufacturers who are looking for distributors might find it worth while corresponding with Mr. Nobuzo Kawai, who can be reached in care of the Japanese Consul, Chicago. His address for the next few months will be Imperial Hotel, 551 Pine street, San Francisco.

They particularly desire that manufacturers should send to their head office at Sapporo, Japan, as well as to the San Francisco office, catalogs, prices, full descriptive matter, sending one set to each address.

Mr. Kawai expects to remain in the United States for a few months arranging purchases. As they buy on a jobbing basis, for the purpose of distributing throughout Japan, prices should be made accordingly.

H. S. Gille and Leon C. Peck are doing business under the name of Gille & Peck Hardware Co., at Buhl, Idaho. They are handling hardware, sporting goods, house-furnishing and auto accessories.

Frederick J. Seller, member of the firm of Seller Bros. & Co., wholesale hardware merchants of San Francisco, passed away at his home recently. He is survived by his brother Henry Seller, of the firm of Seller Bros. Co., and his passing will be learned of with regret by many in the trade.

OREGON DEALERS MEET

The postponed annual convention of the Oregon Hardware and Implement Dealers' Association, which was delayed on account of the prevalence of influenza, was held at Portland, January 25, 26 and 27, although we go to press with this issue too early to report the work of the convention.

An interesting program was arranged and the jobbers of Portland made their usual splendid arrangements for the entertainment of the merchants.

The value of such organizations cannot be estimated—not only in the educational value of the various talks and addresses that are delivered, but in that get-together feeling, comparing of notes, interchange of ideas and suggestions, as well as the ideas that are to be obtained in the corridors, and the convention halls generally.

A. C. RULOFSON ON AN AUSTRALIAN TRIP

A. C. Rulofson, of the A. C. Rulofson Co., well known manufacturers' representatives of the Pittsburgh Steel Co., Brier Hill Steel Co., National Chain Co., left recently for a trip to Australia, New Zealand and the South Sea Islands. Mrs. Rulofson accompanied him and they plan to be absent a number of months.

There is no one who is better known to the trade throughout the entire country than "Al" Rulofson, as he is familiarly known to his friends, or who has been more prominently identified with the trade.

This trip of Mr. Rulofson's is in the nature of recreation. His business is so well organized that he plans to have his associates and co-workers assume greater responsibility, and perhaps in the next few years he will devote more of his time to travel and study of the situation in foreign countries.

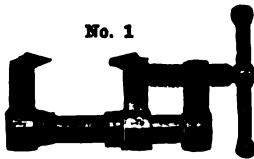
Kemp Berry is a new hardware dealer at Murrietta, California, and he reports a very satisfactory outlook.

The Lovelock Mercantile Co., Lovelock, Nev., report a splendid outlook in their hardware and house furnishing line.

The Morris Walk Co., Lewiston, Idaho, are planning to move their stock of hardware and groceries into a new building, which they expect to have completed by April 1. This will give them facilities for carrying an increased stock.

KNOWLSON SPRING SPREADERS

No. 1



No. 1, Nickel-Plated and Polished - \$1.75

No. 3, Gun Metal Finish, \$1.25

Easy to Operate Fit Any Spring

All Dealers or Sent Prepaid
Spring Leaf Lubricator Co.
1006 Forest Ave., Ann Arbor, Mich.

\$1000 Reward

No More Broken Arms

Crank can be turned forward only. Impossible to turn crank backwards. This makes it absolutely safe when back-firing. No springs. No rattle. NO NOISE. When motor starts, crank can be set up out of the way, as shown in the cut, keeping it out of the mud. Crank Release also has holder for number plate.

SANDBO

Ball Bearing Crank Release — Fastest Selling Ford Accessory on the Market.

Dealers: Write at once for particulars of our liberal proposition on this Crank Release and complete line of high-grade Ford accessories.

BEAR MFG. CO.
1002 Bear Bldg.
Rock Island, Ill.



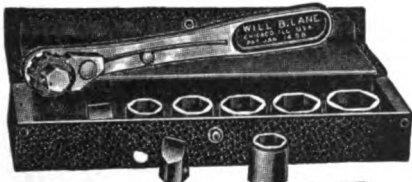
FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

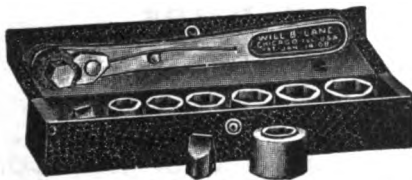
WALDEN-WORCESTER, Inc.
Worcester, Mass.

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7-inch Handle, 6 Sockets and Extension Bar.

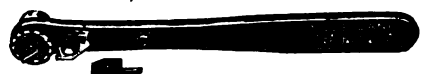


Standard Set
7-inch Handle, 7 Sockets

CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD



Super Unique Set
9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

HOW ONE SALESMAN USED HIS BRAINS

Tom Lowry, the late traction magnate of Milwaukee, had been solicited by all the best insurance salesmen in the country, but had never taken out a policy. He took pride in turning them down sharply. Whenever a general agent took on a new man he sent him over to see Lowry as sort of a courage test. If he lived through the ordeal and came out with any confidence in his ability, the general agent knew he would do, says Forbes' Magazine.

Now, Lowry would bet on anything that contained any element of chance. At a ball game he would bet that out of the next five men up, three would fly out; in a hotel lobby he would bet that out of the next twenty men to come in, five would have whiskers.

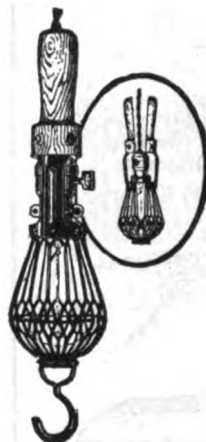
One day a new solicitor called at Lowry's office, and sent in his personal card, giving only his name. Back it came with the request for the man's business. The insurance agent said he wanted to make a bet. He was instantly admitted.

"Mr. Lowry," he began right off, "I want to wager \$100,000 to \$1,800 that you will die within the next year."

"You're on!" said Lowry.

"All right," replied the agent, "just sign this." And he passed over an insurance application blank that had been previously made out. Lowry signed it. Time of sale, three minutes.

PORTABLE LAMP GUARD



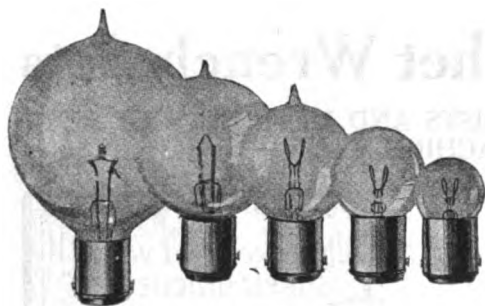
A new departure in portable lamp guards is shown in the illustration of the Flexco split handle, which can be quickly attached to the well known Flexco Expanded Steel Lamp Guards made by the Flexible Steel Lacing Co., of Chicago.

This "portable" successfully fills a demand for a substantial "handle guard" which does not need to be "wired." The halves of the guard, including the handle itself, open wide from the hinge at the bottom of the guard and can instantly be closed and locked around the socket at the end of any extension cord. The cord itself runs through grooves in the handle.

The convenience of this new product will be appreciated by the motorist in his garage as well as in every factory, mill or warehouse, because it permits light to be safely carried to dark corners, in stock bins, engine pits, etc. Fire danger is avoided and lamp users readily see the advantage and economy, as the modest cost of the guard is quickly repaid through prevention of lamp breakage.

The Flexible Steel Lacing Co., of Chicago, are also manufacturers of the well-known Flexco-Lox Lamp Guards and the Alligator Steel Belt Lacing.

R. A. Babb for nineteen years connected with the Griffin Babb Hardware Co., Eugene, Or., has sold his interest in the firm to W. A. Curtis, a lumberman, formerly of Weed, Cal.



**Have You Ordered
Your New Auto Bulbs**

Complete Line

**HIGHEST QUALITY
IMMEDIATE DELIVERIES**

Ask for your copy of the "Automobile Lamp Bulb Guide," showing the proper lamp for each light in every car.

THE A. C. MANNWEILER CO.
Incorporated

FORT WAYNE, INDIANA

Established



1 8 9 9

**THE
GENUINE
Hildebrandt Spinners
and Flies**

MADE ONLY BY

The John J. Hildebrandt Co.
Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

DU PONT AMERICAN INDUSTRIES



Get Ready for the Tar Season

The demand for Pontoklene—the tar remover without a rival—will be greater in 1919 than ever before.

The resuming of state and national highway construction and maximum production of pleasure cars mean more tar and more cars than in any previous season.

In addition, our national advertising of Pontoklene in the motor publications and in national magazines will be greatly increased. Also, our free sampling offer through dealers will be continued in 1919.

Are you prepared to meet this increased demand?

We suggest that you order of your jobber or write our nearest office for our liberal dealers' proposition in your territory *today*.

Du Pont Chemical Works

Owned and Operated by E. I. du Pont de Nemours & Co.,
WILMINGTON DELAWARE

BRANCH OFFICES

San Francisco
830 Mission St.

Chicago
McCormick Bldg.

Columbus
4th & Long Sts.

New York
120 Broadway

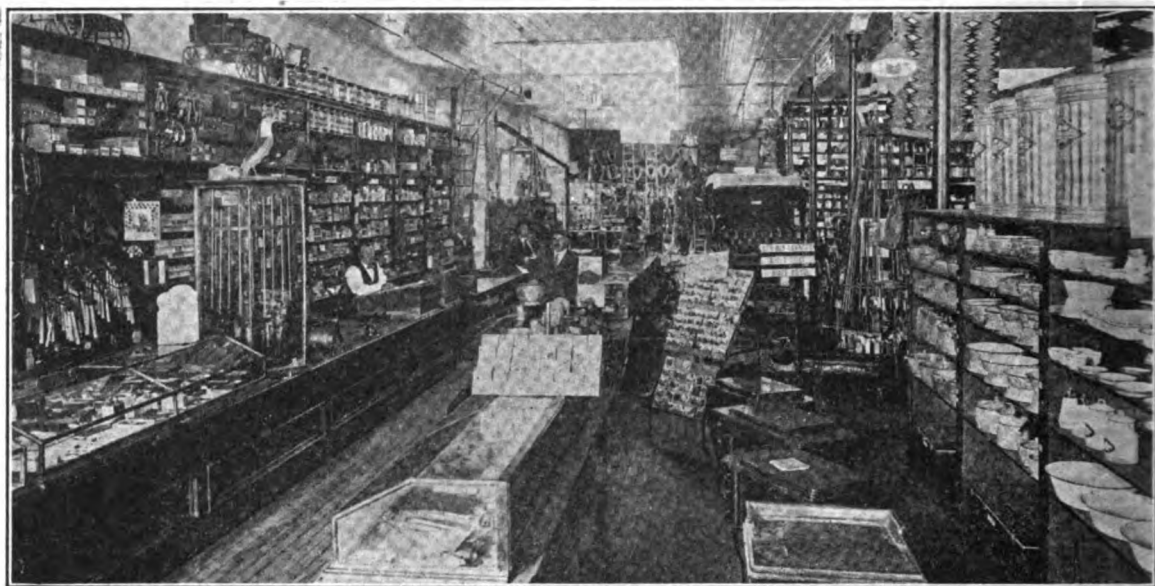
Boston
86 Essex Street

PRINCIPAL DU PONT PRODUCTS

For information address Advertising Division, Wilmington, Del.

CHEMICALS, LACQUERS, ENAMELS, PIGMENTS, COLORS IN OIL, DYE-STUFFS, PAINTS, VARNISHES, STAINS, FILLERS, PYROXYLIN, PLASTICS, LEATHER SUBSTITUTES, CLEANABLE COLLARS AND CUFFS, EXPLOSIVES





While New Mexico doesn't boast of a large number of hardware merchants; her citizens feel what they lack in numbers they make up in quality.

Our readers will all admit that the Roberts-Dearborn Hardware Co., Carlsbad, New Mexico, presents as attractive and inviting an appearance as establishments in older and more thickly populated states.

It is true, to a considerable extent, that the spirit which is responsible for the progress and development of the West manifests itself in the enterprise of Western merchants.

The Welcher Hardware Co. has purchased the hardware stock of Miller & Miller, at Iowa City, Ia.

The Clever Hardware Co., of Clever, Mo., has been incorporated, with a capital stock of \$15,000.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Metal and Cydrene Oils,
Gearcase and Cupcase
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Falmir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retarder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rie-Me" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in contents and label that forces attention.

Prepare for calls—you will have them.

We will gladly supply samples.

Ask your Jobber for
DURO-LAC
Polish

—the only source of supply

International Sales Co.

522-526 West 9th Street
Los Angeles

MANUFACTURERS AND DISTRIBUTORS



Another portion of the Roberts-Dearborn Hardware Co., taken in connection with the photo on the preceding page, gives one a good idea of what an attractive establishment this is.

Perhaps some of our readers in the far Eastern states may wonder what it is that is suspended from the ceiling. These are genuine Navajo rugs or blankets. Our ignorance might be almost as great as that of the uninitiated were it not for the fact that through the kindness of some of our readers in the Southwest we are the proud possessors of samples of the Indians' work. These rugs are made by the Indians themselves and not manufactured in some woolen mills and afterwards sold as "genuine" Navajo.

T. A. Hansen, formerly connected with the Valley Auto Co., has joined the forces of the Cavanaugh Hardware Co., Auburn, Wash. He has charge of the implement and gas engine department. Charles Cava-

naugh has also exchanged places, going from the hardware store to the automobile concern. President Sam Cavanaugh, of the two institutions, reports a splendid business outlook.

Mr. Dealer---Have you a copy of this catalog?



THIS EVEREADY LOOSELEAF CATALOG AND BUYER'S GUIDE is most complete, showing the full line of Daylo Cases, Tungsten Batteries, Automobile Lamps, etc.

This catalog should be in the hands of every hardware dealer as a ready reference and buyers' guide.

On account of the looseleaf feature and the necessity of keeping a record for the purpose of keeping this catalog up to date they are not distributed by our jobbers, but by us direct.

If you are not supplied, write us at once. There's a copy for you.

NATIONAL CARBON COMPANY, Inc.
San Francisco, California



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

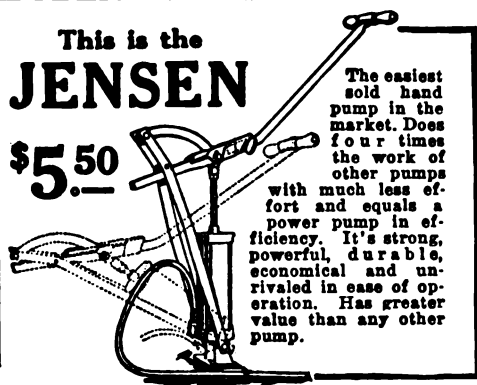
CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 35 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

This is the
JENSEN

\$5.50



Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois

CHANGE YOUR DISPLAY

"I find that when a merchant is progressive enough to believe in shifting his displays regularly, so as to change the appearance of his store, he is usually making money," says a traveling man who sees all the leading country stores in three central-western states.

"Timeliness of display is not confined to clothing and millinery stores. Many hardware men shift their displays often so that the entire front of the store changes in appearance. Not only are the displays in the window changed every week, but the displays on the counters and shelving are changed every month.

"Show cases are thoroughly overhauled—a striking contrast to the old-fashioned custom of leaving unchanged from year to year the cutlery showcase and its contents until both become landmarks.

"The eye demands change—novelty of arrangement. This is why some merchants lose out when they dress only the front window, and leave the same old display to greet the customer inside."

ARTHUR G. BROWN, MANAGER OF A. C. RULOFSON COMPANY

A. C. Rulofson Co., announce that Arthur G. Brown has become associated with him as manager of the A. C. Rulofson Co., representing the Brier Hill Steel Co., of Youngstown, Ohio; Pittsburg Steel Co., of Pittsburg, Pa., and the National Chain Company, of Marietta, Ohio.

Mr. Brown for many years has been connected with the U. S. Steel Products Co., of their San Francisco office as assistant manager of their sheet and tin plate department. He has a very wide acquaintance and is deservedly popular with the trade.

Harris N. Brown has bought the H. Mitchell & Son hardware business at Colusa, Cal.

Morrow & Son, Santa Rosa, Cal., have recently moved to a new building, which will give them increased facilities for preparation of a busy year's work.

Harry Crowe is erecting a new building at Tulare, Cal., in which will be installed a full line of farm implements, equipment and supplies, just as soon as the building is completed.

Coeur d'Alene Hardware & Foundry Co., Coeur d'Alene, Idaho, who are likewise factors in the auto accessory trade, report the outlook all that may be desired, and expect to keep busy in all departments during the present year.

Brown & Chappell, of Hollister, Cal., took over the stock and fixtures of the Jarvis Hardware Co. and consolidated it with their own. A. M. Jarvis, one of the owners and managers of the business will become manager of the builder's hardware and shelf goods department at Brown & Chappell's who are one of the oldest firms in California, and have built up a large trade. They carry everything pertaining to hardware, implements, farm machinery. They report the outlook all that could be expected.

"HEXALL" Automobile Wrenches



"HEXALL" RATCHET WRENCH NO. 2.
7-inch handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1 1/4 lbs.

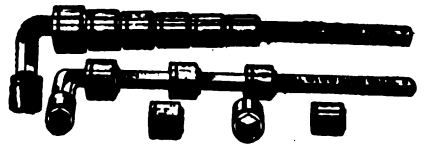
R. F. SEDGLEY, Manufacturer

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

**HERE IS A FINE
LINE FOR
HARDWARE
STORES**

**BIG DEMAND AND
GOOD PROFITS**

**READ OUR
GUARANTEE
BELOW**



"HEXALL" SOCKET WRENCH NO. 5.

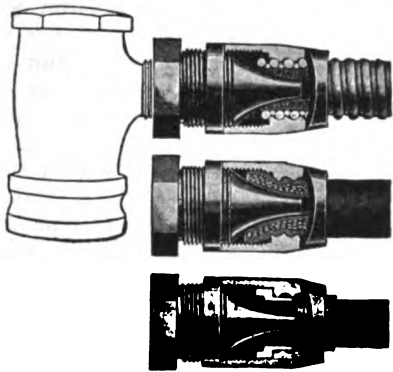
A splendid tool. 10 1/4-inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 oz.

**BREAK ANY SEDGLEY WRENCH
AND WE REPAIR IT—NO CHARGE**

Also Manufacturers of THE BABY HAMMERLESS REVOLVER

Write for Our Catalog of Good Sellers, Today

2311-13 North 16th Street, Philadelphia, Pa.



ONE COUPLING TO MEET THE DEMAND FOR ALL SIZES

The ROMORT Universal Air Hose Coupling takes all sizes of hose as illustrated, or any hose from 5/16 to 3/4 inches, outside diameter, whether plain or armored.

The other end of the connection is a 1/4-inch pipe thread and fits all ROMORT Automatic Air Valves or other standard connections with standard 1/4-inch pipe threads.

The ROMORT Universal Coupling is made of high duty brass with a white nickel finish.

It can be attached to any hose in a minute and positively cannot leak.

The Romort Universal Coupling can be changed from one size of hose to another size at any time.

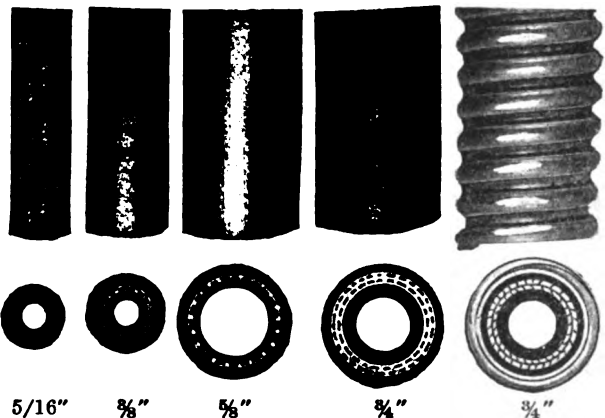
This is an ideal proposition for jobbers and dealers.

Instead of several different sizes to carry in stock there is but one size of ROMORT Universal Coupling.

We have a proposition for jobbers and dealers that is mighty interesting.

Write for details.

**Manufacturers
ROMORT MANUFACTURING CO.,
Oakfield, Wis.; Chicago, Ill**



5/16"

3/8"

1/2"

5/8"

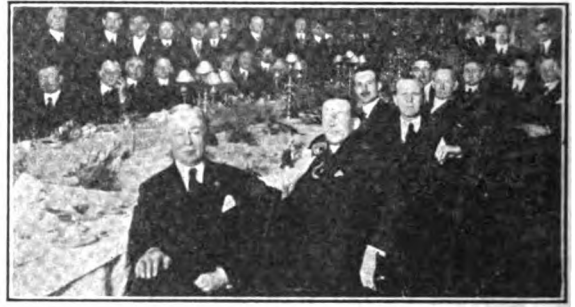
3/4"

**Sales Department
THE ZINKE COMPANY,
1323 S. Michigan Ave., Chicago, Ill**

The Young Goodin Co., Lovelock, Nev., are increasing their stock, and are preparing for a good season's trade.

Arthur T. Bird, formerly connected with the hardware trade, who is now representing the Thomas Publishing Co. on the Pacific Coast, is leaving on an extended business trip, covering a period of eight or nine months, visiting the principal commercial cities of Japan, China, Philippines, Straits Settlements, Dutch East Indies, Australia and New Zealand. Mr. Bird was formerly connected with the old Pacific Coast house of Baker & Hamilton, and was a live and successful traveling salesman.

The Autoparts Supply Co. have moved to a new building at Spokane, Wash., which will give them the facilities for carrying an increased stock. They are adding to their stores, which they now have in Spokane, Seattle, Tacoma and Portland. They expect to install a store in Montana as well as in the Yakima Valley.



"SAW" MEN WHOM YOU WILL SEE AGAIN

The above is a picture of the direct factory representatives of Henry Disston & Sons at a recent session with the main office of the works at Philadelphia, Pa.

As a fitting climax and tribute to their loyalty and spirit of cooperation, a dinner was given at the Union League Club, of Philadelphia, whose fame, like that of Disston Saws, is known all over the country.

From the Atlantic to the Pacific, and from the Great Lakes to the Gulf they came to enter with enthusiasm into the plans for the coming year.

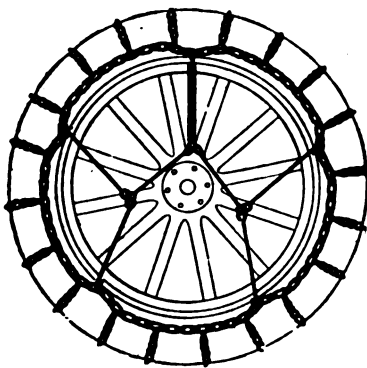
During the past several years, owing to the exigencies of the war conditions, it was not found expedient for the men to call as usual on their trade. Now that the stifling grip of the Hun has been relaxed, they are anxious to get out once more among their friends, particularly so after their meeting with each other, and getting the other man's viewpoint, they are better qualified to serve the interests of those with whom they come in contact.

WHAT DID THE DOCTOR MEAN?

"So the doctor told you to go to a warmer climate. What was the nature of the trouble you consulted him about?"

"Oh, I went to collect a bill."

Keep your mind on the great and splendid things you would like to do.



The Fastest Selling All Year Accessory a Dealer Can Handle

Small investment — Good profit — Takes up little room — Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER \$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBER AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION
236-238 Emma Street, Syracuse, N. Y.

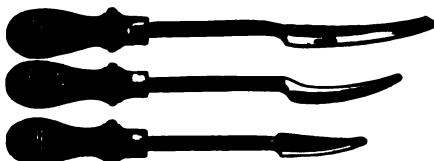
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



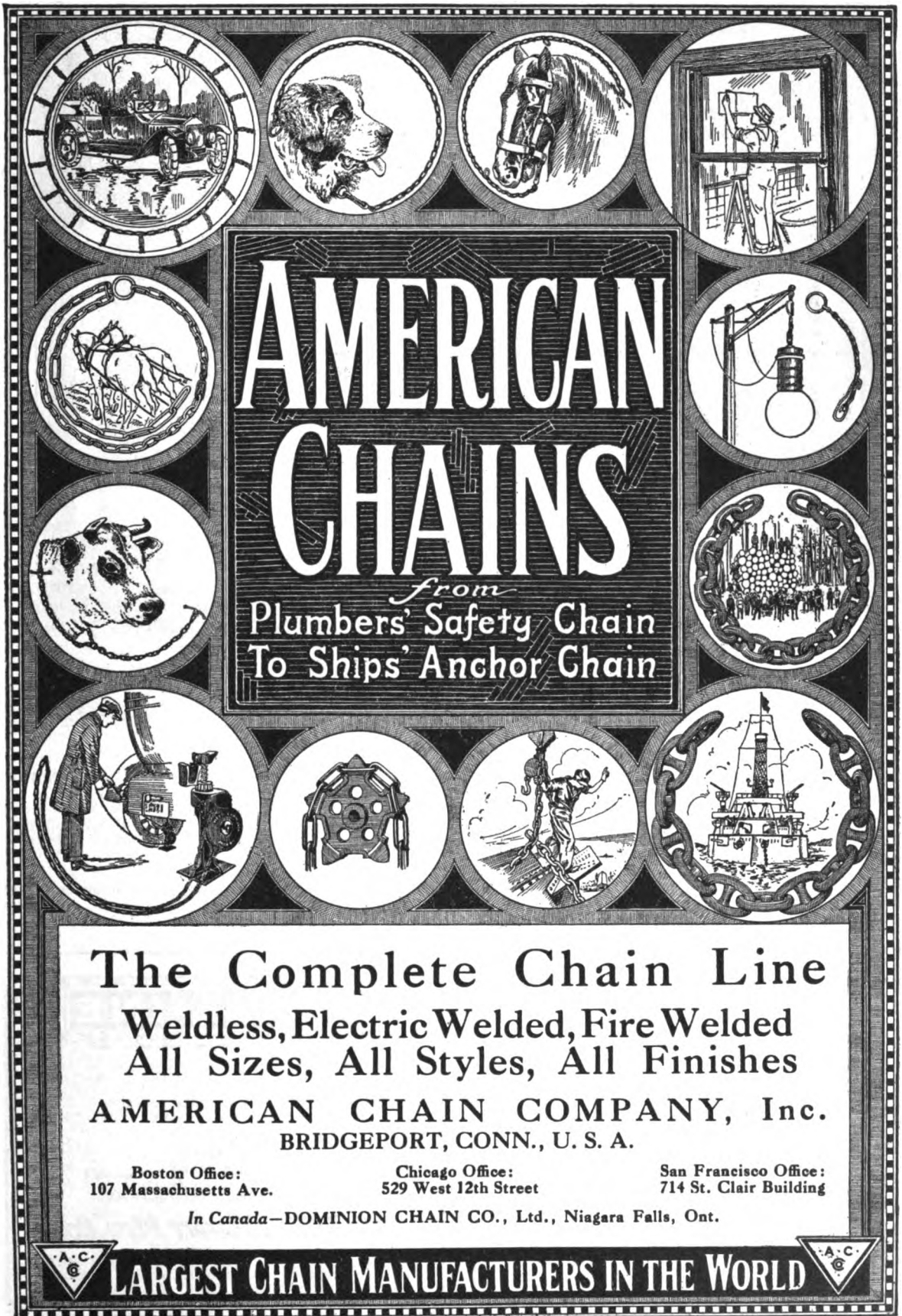
Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

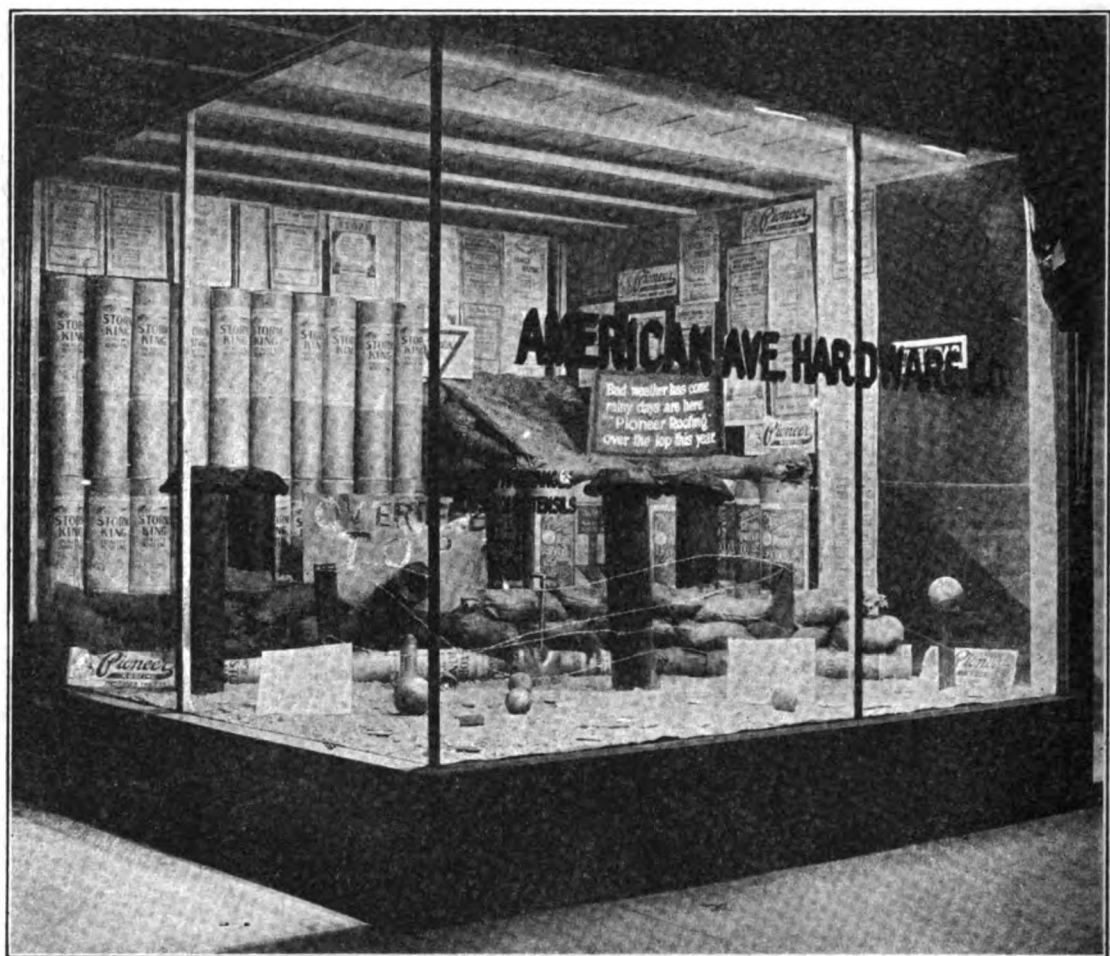
Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD



A PRIZE-WINNING ROOFING DISPLAY

The American Avenue Hardware Company, of Long Beach, made a window display during the latter part of the war, which was awarded third prize in the contest conducted by the Pioneer Paper Company.

"No Man's Land" was well represented in the center of the photo, and behind this was a trench made of rolls of roofing, capped with bags of sawdust to represent parapets. Four men were made of rolls of roofing with a face painted on them, with shrapnel hats made of tin wash basins covered with roofing. Rolls of roofing were also used for the cannon.

In the photo was a Y. M. C. A. dugout constructed of roofing and covered with it.

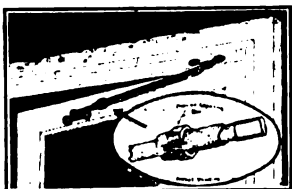
Samples of roofing were shown laying in the battlefield in front of the barbed wire entanglements and cans of cement and roofing were made into cannonballs. Two of the men have gone over the top and two are behind the trench.

L. W. Tranger was responsible for the very attractive display.

STEWART

Automatic Casement Sash Adjuster

RETAIL
90c
and
\$1.25



Adjustable
Friction
—
Only takes
One-Inch
Space

Hardware Dealers Write for Sample Model and Prices
Simplest Automatic Sash Adjuster on Market

—Manufactured by—
Simpson & Stewart, 565 16th St., Oakland.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15-20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$42.00
Jobber's Assortment (12 Doz.).....\$16.80
Open Stock, all colors, per gross.....\$16.80
2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

Helping You



➤ Sell 3 or More To Every Wired Home

The great majority of homes that can use one Benjamin Two-Way Plug can use three to even greater advantage.

The 1919 Benjamin merchandising plans for the plug are based on that fact. Three plugs instead of one is the ideal unit of sale. It is the big idea of the advertising. This means that the



has a potential power for a sales increase not likely to be equalled by many other items of your merchandise.

To help you turn that power into the largest possible increase of sales there is a new single carton and a new display carton that holds and sells three plugs. There are wall hangers, street car cards and other publicity aids. Biggest of all is the advertising in thirty-one national publications which repeats month after month to millions of readers the slogan "Every wired home needs three or more"—and the special price—

3 FOR \$3.50

OR \$1.25 EACH

Be sure you are well supplied with Benjamin Two-Way Plugs—also the No. 2450 Shade Holders and No. 903 Attachment Plugs. For further information address the Advertising Department at Chicago.

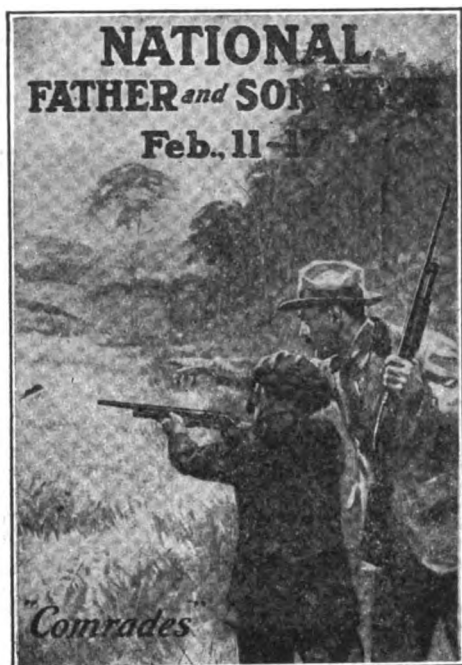
BENJAMIN ELECTRIC MFG. CO.
CHICAGO NEW YORK SAN FRANCISCO

BENJAMIN

Makers of Things More Useful

Digitized by Google





PICKED WINCHESTER POSTER FOR NATIONAL FATHER AND SON WEEK

With the great purpose of bringing fathers and sons into closer comradeship, the week of February 11 was appointed as "National Father and Son Week."

The idea was greeted throughout the country, with enthusiastic approval and given wide publicity.

As a result of the activities of the Winchester Junior Rifle Corps in getting dad and boy together on the common ground of gun sports, a Y. M. C. A. director for the National Father and Son Week went to confer with the Winchester Repeating Arms Company in New Haven.

It was arranged that the Winchester poster, "Comrades," sizes 31x21 inches and handsomely printed in six colors, be distributed in every city and town throughout the United States.

These posters were placed in conspicuous places previous to and during the week of February 11.

Programs of sports were arranged so that dad and the boy could get together from the jump, warmly and sincerely, for there's nothing like sports to make a boy of a man and a man of a boy. And, incidentally,

a fine chance for dealers in sporting goods and hardware dealers to turn over their stock.

The Winchester Repeating Arms Company reports that scores of dealers wrote about the plans to help make the National Father and Son Week a large-sized success. These plans ran all the way from simple window displays to elaborate "fixin's" throughout the store, plus the active organization of Winchester Junior Rifle Corps Units.

These units make the "get together" spirit between fathers and sons permanent, and bring the dealer a steadily increasing sale of rifles, ammunition and equipment that soon puts his gun department among the best paying divisions of his store.

One live dealer wrote to the Winchester people:

"If anyone has any doubt about whether this National Father and Son Week will get over, just tell him to talk it over with any wide-awake youngster that comes in his store. Tell him to ask that boy whether he is game to get dad interested—and keep him interested—in this idea of being regular pals for a week. The way that youngster will come back at you will settle any doubts! I for one, am planning for a big week. Have dressed my windows and a large section of my store to represent hunting scenes and have already laid in large supplies of ammunition, guns and sporting equipment; also I expect to have a brand-new W. J. R. C. Unit for you inside of two weeks."

AUTOMATIC SERVICE DEPARTMENT

The Automatic Electric Washer Co., Inc., announces the organization of a service department.

The object of this new department is just what the word implies—service—service to their dealers and service to the customers of their dealers.

They want their many patrons to feel free to call upon this Department at any time when they think they can aid them. If you are having trouble in swinging a sale, let them know and they will find some way to land the prospect. If you are unable to get prompt shipments of machines and repairs, advise this department and they will remedy the fault. Perhaps collections may be slow and you need some extra time: Write them and they will plead your case with the collection department.

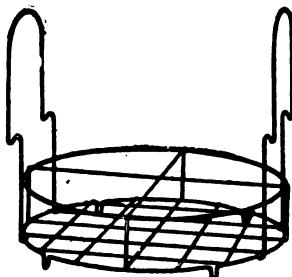
They are at your command, and the success or failure of this new feature depends upon whether you take advantage of its many opportunities.

For prompt action address all correspondence to the Automatic Electric Washer Co., Service Department.

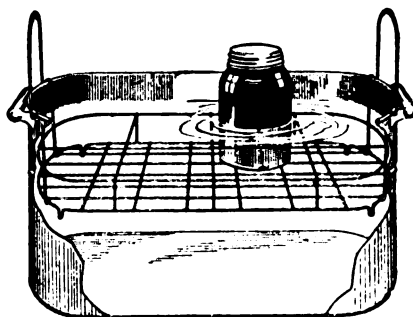
The Burns Hardware Co., of Burns, Kan., announce the death of Mr. H. B. Manning, which occurred at Peabody, Kan., on December 15.



No. 745
Jelly Strainer



No. 742
Folding Fruit Cooker
Tray—Pat. App. for.



No. 746
Folding Fruit Cooker Tray
Pat. App. for



No. 787—Quarts
No. 788—Hf. Gal.
Fruit Cooker
Baskets

COLD PACK CANNING APPLIANCES—Write for Circular No. 32

Manufactured by J. B. TIMBERLAKE & SONS, Jackson, Michigan

LITTLE CHANGE LIKELY IN BROOM PRICES BEFORE AUGUST

From a commercial standpoint the nation is divided into two groups of people, the buyer and the seller.

Both groups, to a certain extent, are marking time, the buyer refraining from purchasing long as possible in the hopes of the seller weakening and cutting prices; and the seller patiently holding his merchandise until the buyer's depleted stocks compel him to place orders.

This condition of affairs is unfortunate for the best interests of the nation at large, but happily a better understanding is rapidly taking place through publicity given different industries.

As to brooms the situation is explained by officials of the National Broom Manufacturers' Association as follows:

"Broom prices should remain stationary until the 1919 crop of corn is sufficiently advanced that it may influence the market either for higher or lower prices on brooms, depending on the quality and quantity of the crop.

"It is true right at this time the broom corn market is a little soft on the junk and common grades of corn, but parlor to choice corn is scarce and high in price. Brooms made from the damaged corn which has absorbed the rains and snows of winter will be offered at seemingly attractive prices.

"For dependable brooms, guaranteed to satisfy, there are no grounds at this time to base a reduction in prices except sentiment or knowingly accepting a loss. The broom manufacturers is looking forward to the time when changed conditions will permit him to

lower prices, but this is not anticipated before mid-summer, or about August 1.

"The price for labor, materials and transportation rates remain unchanged, offering little encouragement to the manufacturer toward lower prices."

STARRETT BOOK IN ITS FOURTH EDITION

The fourth edition of "The Starrett Book for Machinists' Apprentices," just published by the L. S. Starrett Co., of Athol, Mass., has just been issued. The book, now in its thirty-fifth thousand is a well illustrated volume of 176 pages, bound in red Athol leather and designed to answer in an authoritative manner questions as to how to do the everyday work of the average machine shop.

The different classes of work are taken up separately, the most common errors pointed out and the correct practice indicated. Much attention is given to the proper use and care of tools, the reading of micrometers and verniers, bench work, lathes and lathe tools, grinding, belts, gears, etc. The book is essentially for the apprentice rather than the expert machinist, though the latter will find much of interest and value, and is intended to provide the answers to the many questions usually asked of the foreman or superintendent. Distribution is being made exclusively through the hardware dealers handling the Starrett line of tools, the price being 50 cents per copy. The briefest examination of the volume will convince the ambitious apprentice or machinist of its value in his everyday work.

IT'S "SOME GUN" OUT SELLS OUT SHOOTS OUTLASTS

All Others

Stock this National Advertised Gun today. Write

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI

"THE BENJAMIN" A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.



COBBLER SETS



LEADER

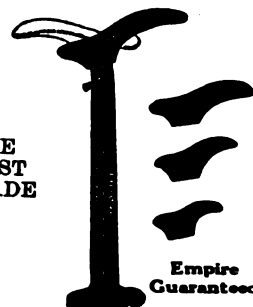
The Right Kind for You to Handle

STAR HEEL PLATES



FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS



THE
BEST
MADE

OUR
PRICES
ARE
RIGHT,
TOO.

Empire
Guaranteed

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

OFFICERS OF PACIFIC NORTHWEST ASSOCIATION

The officers of the Pacific Northwest Hardware & Implement Association, held recently in Spokane, are as follows:

O. E. McCutchan, of Deer Park, president; F. A. Ernst, Seattle, first vice-president; H. G. Jaeger, Plummer, Idaho, second vice-president; E. E. Lucas, Spokane, secretary and treasurer.

The Pacific Northwest has always been fortunate in the choice of their officers and executives, and have one of the liveliest and best conducted associations in the country.

LIVE LOCAL CLUB

The Coos and Curry Hardware Dealers' Association held its annual meeting at Marshfield, Ore., and chose Bandon as the place of its semi-annual meeting in July. The officers of the association are: W. N. Ekblad, of Marshfield; Ray McNair, vice-president, of Bandon; secretary and treasurer, Frank E. Hague, of Marshfield.

A banquet was held, which was attended by sixteen of the members. Among those present were the following:

Marshfield—F. E. Hague, P. N. Reberg, E. P. Lewis, J. T. Harrigan, W. N. Ekblad, George Black, P. R. Bue, C. E. Sturdivant and A. E. Neff.

North Bend—George Hazer, R. B. Hazer.

Myrtle Point—W. E. Lundy, Chet Huling.

Others were: A. J. Ness, salesman for Klein & Co.; Carl J. Schilling, salesman for U. M. C. Cartridge Co., and F. S. Johnson, salesman for Honeyman Hardware Co.

The Coos and Curry County dealers know the value of such local organizations and work most harmoniously.

RICHARDS-WILCOX SALESMEN'S CONFERENCE

The annual conference of the Richards-Wilcox salesmen was held at the home office in Aurora, January 7 to 9.

Forty members of their sales force, covering the entire United States, were present, coming from the Atlantic as well as the Pacific Coast offices.

A school was conducted during the three days of the convention in which the sales organization took active interest, and entered enthusiastically into the discussion of Richards-Wilcox products and plans for the coming year.

A spirit of optimism pervaded all the sessions. The meeting closed with a splendid banquet on the evening of January 9, where a company of 68 members of the force sat down to dinner.

Toasts were responded to by the following:

Edgar Zabriskie, New York, subject, "Embargoes"; W. H. Mortimer, Washington, D. C., subject, "Watchful Waiting"; Orville Ewing, San Francisco, subject, "The Golden Gate"; W. C. Gaye, Wisconsin, subject, "The Long, Long Trail"; F. E. Hutchins, New York, subject, "Ideals"; Lee Mighell, Aurora, subject, "Silent Partners"; A. J. Eggleston, Aurora, subject, "One in Every Town"; T. G. Perrv, Michigan, subject, "The Smile That Won't Come Off"; F. C. West, Aurora, subject, "Playing the Game"; W. D. Jameson, Philadelphia, subject, "Over the Top"; J. V. Wise, Chicago, subject, "Raising Cane"; E. B. Seidel, St. Louis, subject, "Some Chickens I Have Met."

A "get-together" spirit pervaded the entire conference and the salesmen returned to their respective homes and offices feeling that the time was spent in a most valuable and instructive way.

"GOLD MEDAL"

"GOLD MEDAL"

(Trade Mark Reg. U. S. Pat. Office)



YOUR AIM—OUR AIM

Your aim is to gain the confidence of your customers and prospective customers. The surest way to gain and hold this confidence is by selling only such merchandise as you can unreservedly stand back of.

Our aim is to build the best folding furniture that it is possible to build. Every piece is guaranteed—it is made right or we will make it right.

On the quality of its merchandise and its policy of fair dealing and co-operation this company has built a reputation that has stood the test of more than a quarter of a century. Use this reputation to increase your sales and secure repeat orders.

Write for dealers' prices.

GOLD MEDAL CAMP FURNITURE MFG. CO.

RACINE, WISCONSIN, U. S. A.

"GOLD MEDAL"

"GOLD MEDAL"

"GOLD MEDAL"

You can't blame the car owner if he refuses to "dope" his leaky radiator

How the Accessory Dealer Can Make Sales He Is Now Losing!

WHEN it comes to a leak in the cooling system most car owners nowadays are too wise to dump canned flaxseed meal, glue, shellac or other "dopes" into the radiator. You won't find the **thinking man** taking a chance on ruining his cooling system—and getting into a mess of trouble!

* * *

To be sure, soldering is also risky—it weakens the radiator. It takes time—and is expensive. Yet some owners prefer it—**because they don't know "X" Liquid**. Every time a man solders his leaky radiator—you lose a sale. This sale could easily be made if you presented the **facts** about "X" Liquid—the **only Scientific Process for REPAIRING** leaks without injury to any part of the cooling system.

* * *

THE "X" Liquid Process for repairing leaks is based upon **scientific fact**. Whether the car owner has one leak or a thousand—whether the leaks are in the radiator, pump, connections, etc.—"X" Liquid makes a **permanent** repair in 10 minutes. It does a better job than can be had for \$25 worth of soldering. It goes to places that solder **can't reach**. It repairs cracks in waterjackets, valve pockets—and places where welding isn't practical or economical.

"X" Liquid doesn't stop at repairing leaks. If kept in the water it **prevents future leaks**. It also loosens the rust and scale that clog the water passages. It **prevents new rust and scale from forming**.

The proper use of "X" Liquid means a more efficient cooling system that always remains **LEAKPROOF—RUSTPROOF and SCALEPROOF**. It means a more powerful, better working engine—and **smaller upkeep costs**.

* * *

DO YOU suppose that any sensible motorist who looks the facts in the face would refuse to try "X" Liquid? It has been used over 2,000,000 times in the last three years. It is backed by our guarantee to make good—or **money back**.

Many car owners who are dead against "doping" the cooling system use "X" Liquid regularly—at least one can a season. This means steady, profitable sales for the dealer.

Today over 25,000 of the best dealers and garages sell "X" Liquid. Many of them sell "X" **exclusively** because they believe in it—and know that it is **safe and effective**.

Not a Radiator Cement

Don't confuse "X" Liquid with guesswork preparations in solid or liquid form. "X" Liquid is really three products in one. It repairs leaks scientifically, eliminates and prevents Rust and Scale. It can be sold to every owner of a water-cooled car. Thousands of owners of new cars use "X" Liquid and are never bothered with Leaks, Rust or Scale.

Large Size \$1.50
Will do \$25 in repair work

Ford Size 75c
Will do \$10 in repair work

Write for the full story of "X"—the Wonderful Liquid

"X" LABORATORIES

648 Washington Street

Boston, Mass.

Pacific Coast Branch: 433 Rialto Building, San Francisco, Cal.

Liquid makes all water cooling systems
LEAKPROOF — RUSTPROOF — SCALEPROOF

Business Opportunities

PLUMBER AND TINNER WANTED

Steady job for a thoroughly reliable man. For full particulars address "Idaho," care HARDWARE WORLD.

Established Broker, calling on hardware jobbers and large retailers of Pacific Coast, would like additional lines. Best of references. Address "A. B.," care HARDWARE WORLD.

FOR SALE

New Perfection and New Process Oil Cook Stoves at less than cost. Ira F. Richardson, 2606 E. 31st St., Kansas City, Missouri.

FOR SALE

Hardware stock located in Tacoma, Wash., old-established business, fine opportunity. Address inquiries to B. M. A., care HARDWARE WORLD.

FOREIGN TRADE

Student would like to join a manufacturing concern that is thinking of entering the foreign export business. Address "H. X. F.," care HARDWARE WORLD.

FOR SALE

Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address "W. C.," care HARDWARE WORLD.

FOR SALE

Four sections up-to-date hardware fixtures, crated and ready for shipment. In good condition. Photograph will be furnished. First National Bank of Alger County, Munsing, Mich.

FOR SALE

Only Harness and Auto Repairing Shop in small interior town, on State Highway. Good business for right man. Pays from \$20 to \$40 per day. Will sell for cash as per invoice. Reply Box X, care HARDWARE WORLD.

FOR SALE

Old-established plumbing and sheet metal business in city of 5,000. Centrally located in U. S. Reclamation project. Best farming, mining and commercial trade. \$2,500.00. Address "X.," care HARDWARE WORLD.

Fine opening—established, paying retail hardware business. Ideal location in Illinois. Bargain for cash. Address "R.," care HARDWARE WORLD.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years' of age. Married. Address "T. A.," care HARDWARE WORLD.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner. Share will invoice about \$10,000. Good reason for selling. Must sell by January 15th or no sale. Address "Colorado," care HARDWARE WORLD.

WANTED

Local export salesman—Steel Box Strapping, Hoops, Bale Ties, Shipping Room Supplies—with large established manufacturer. Knowledge general steel products desirable, and must understand export conditions. Excellent opportunity for right man. Address "X. Y. Z.," care HARDWARE WORLD.

FOR SALE

A first-class going hardware business, city of Seattle, a strictly cash business, low rent, cash sales will average \$18,000 annually. Can be easily doubled. Splendid location. Stock and fixtures will amount to about \$8,500. Address Seattle, care HARDWARE WORLD nearest office.

POSITION WANTED

By experienced hardware man. Seven years' experience selling and buying, fully capable of management of hardware store. Twenty-nine years old. Married and can furnish A-1 references. No bad habits, prefer Oregon, Washington or Northern California. Address "W. J. T.," care HARDWARE WORLD.

LIVE WIRE

Young man in charge of Supply Division for three years issuing and purchasing all kinds of hardware, desires to go on road for some reputable manufacturing concern. Harry J. Jerome, 134, Liberty St., Lowell, Mass.

POSITION WANTED

Thoroughly experienced household, hardware, china, housefurnishing buyer, with both Eastern and Western experience, wants a position. Does not drink or gamble. Can furnish best of references, thoroughly understands his business. Address Buyer, care of the HARDWARE WORLD.

FOR SALE OR TRADE

On account of poor health, will sell \$8,000.00 capital stock to party who can take management of a well-established Hardware, Furniture and Implement business. Also will sell my modern six-room bungalow. This is A-1 proposition for a young man who wants to make money. Address Box 339, Aberdeen, Idaho.

PARTNER WANTED

Hardware man of large experience located in Los Angeles, who is going to represent Eastern manufacturers to the jobbing trade, wants partner located in San Francisco, with agency line already established and who is desirous of adding to same and has no office in Los Angeles. Address "1716," in care HARDWARE WORLD.

POSITION WANTED

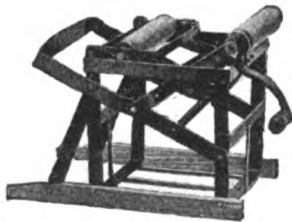
Will accept position in Oregon, Washington, California, Utah or Southern Idaho. Salary desired, \$125.00. Ten years' experience, no bad habits. Married. Also can handle legal work. Credits and collections. Must change to lower altitude on account of health of one member of family. Address Box 339, Aberdeen, Idaho.

FOR SALE

Owing to the continued ill health of the owner, will sell a well-established hardware business, located in a thriving little city, in one of the richest lima bean and lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc.," care HARDWARE WORLD.

BOLLER'S PERFECT

Janitor Mop Wringer



for use in public buildings, theatres, railroad stations, etc.

We have a Mop Wringer for your requirements.

Send for our new booklet of the largest and most complete line of Mop Wringers manufactured.

PETER BOLLER MACHINE WORKS

122-124 N. CURTIS ST., CHICAGO, ILLINOIS

Williamsons Lightning Healing Powder



Cures Galled Sores while working horses, Cracked Sore Teats on cows, Galls and Chafing on person. No pain when applied. Dealers order from your jobber. Comes dozen in display box at \$4.00. Retail at \$6.00. Pay jobber when sold.

WILLIAMSON MFG. CO. - - - SHEFFIELD, ILLINOIS

W. A. Clark, of the Juneau Hardware Co., Juneau, Alaska, has recently been on a trip visiting the wholesale and manufacturing institutions. The business outlook is reported quite good. Mr. Clark is adding a furniture department to his other lines.

Reeg, the Rhymer, composes Rhymes
That help the dealer make a sale
Of any special article.

Just ask him through the mail.
Home Office, 2 Mt. Hope Pl., Bronx, N. Y.
City. H. S. Geer.



With the—

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., 226 Fourth Street, Allentown, Pa.

BUSINESS OPPORTUNITIES—Continued

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

I WANT TO BUY

A hardware store in California. Give me full particulars as to location, amount of sales, how many times you turn your stock, investment required, condition of building or lease, nature of your community, principal lines or agencies. In other words, such information as you would want if you were looking for a location. Address Box 1234, care HARDWARE WORLD.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Cal.

FOR SALE

The only hardware, implement and auto business in a good railroad town. Best farming center in Wisconsin.

Stock and fixtures.....\$15,000
Buildings.....4,500
Dwelling.....3,500
Stock can be reduced; contracts for leading machinery and automobiles. Two story and basement. 40x60 main and 22x40 hardware buildings. Address "F. S.," care HARDWARE WORLD.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

OPPORTUNITY FOR A GOOD MAN

An old-established Hardware Company wishes to add Furniture to its present lines and is desirous of securing a reliable and experienced furniture man, who is willing to take charge of the furniture department. The present business is incorporated and is in a growing and prosperous condition and has been a money maker for over 37 years. Sales for 1918 were \$45,000 and are capable of considerable increase. The lines carried at present are: Hardware, Stoves, Paints, Oils, Heating, Plumbing, Sheet Metal Work, etc. No implements. Situated in one of the most prosperous sections of Kansas, where land is selling for \$125 to \$175 per acre. Have the best location in town and plenty of fine display space. Town has population of about 800 and has electric lights, waterworks, paving. There will be practically no competition in the furniture line. Here is an excellent opportunity for a thoroughly reliable man with ability who wishes to associate himself in an old-established business. This concern will bear the closest inspection and investigation and in turn would demand the same. Address "Kansas," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Missouri.

MANUFACTURER'S SALES AGENCY

Calling on Jobbing and Retail Trade are wanting a few more good accounts, with Manufacturers of Hardware Articles and Specialties, for the State of Nebraska (the richest Agricultural State in the Union) on a commission basis. We have a well organized and experienced sales force, all familiar with the trade. Can furnish A-1 financial rating.

Address P. O. Box 441, Norfolk, Nebraska.

FOR SALE

The E. R. Moses Mercantile Co., of Great Bend and Hoisington, Kansas, offer their department stores for sale. They have the largest and best stores of their kind in the state and, being forty-three years in business, are simply retiring. They will sell their stores as a whole or the departments separately in separate buildings. They have the largest and finest fronts, finely equipped to do business and to attract business. Their different departments are as follows: Implements, automobiles, tractors and machinery; tinning, plumbing and sheet metal factory; furniture, undertaking and musical department; hardware, stoves, graniteware and queensware and novelties; watches, clocks, jewelry, silverware, glassware and optical department. In addition to these departments at Hoisington is a department of boots, shoes, hats, caps and gent's furnishings. Parties that want a first-class business of forty-three years' standing, well located, cheap rents and the best wheat raising country and in the best towns with the latest improvements—step right into a good business, write E. R. Moses Merc. Co., Great Bend, Kansas, for full particulars.

TWELVE THINGS TO REMEMBER

The Value of Time.
The Success of Perseverance.
The Pleasure of Working.
The Dignity of Simplicity.
The Worth of Character.
The Power of Kindness.
The Influence of Example.
The Obligation of Duty.
The Wisdom of Economy.
The Improvement of Talent.
The Joy of Originating.
The Virtue of Patience.—Marshall Field.

John Kvindlog and T. A. Kvindlog, of Williston, North Dakota, have purchased the hardware store of Eugene Schneider on Ballard avenue, Seattle, Wash.

John Eid, a hardware merchant at Canby, Ore., was recently wedded to Mrs. Mable Bair, and they are receiving the congratulations of their friends.

Hanson Walters has disposed of his stock of hardware, tinware, cutlery, paints, house furnishings, etc., at Florence, Kan., to J. B. Meirowsky, who has also purchased the hardware stock of L. G. Cochran, of the same place, and has leased Mr. Cochran's building, assembling both stocks into one.



556 CALPAO O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%
Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID 100%
Cal-Pa-Co Pure Linseed Oil..... 90%
Cal-Pa-Co Pure Turpentine Dryer..... 10%

100%

JOBBERS

STAYNER & DALY
Salt Lake City

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles

KELLY, THORSEN & CO.
Portland

Plumbing and Heating

YOU CANNOT STOP GROWTH.

Development is the essence of progress. To progress means to climb upward, to move onward. Anything that develops must progress. It cannot lie dormant. All life is development, therefore progress. The law of nature is to develop.

The mighty oak is but the development of the tiny acorn. This development never ceases while life continues. Only death can stop the development of the tree, the plant, the flower. Equally is this true of animal life. Human beings develop constantly from birth. When man has reached physical maturity, his mental development continues even more acutely. He progresses toward a greater understanding, a wider knowledge, a keener perception, a deeper sympathy unto his fellow men, a contentment based on hopes realized, a happiness founded on the satisfaction of deeds well done. So much then for the law of nature.

Why not apply this law to business? Some men do and they progress and succeed. They constantly develop their business, pushing ever forward. Other men are content to lie dormant, plod along, slipping backward, little by little, then to perish. There is no possible excuse for such business tactics.

Every normal business man has it in his power to develop his business. If he likes his business, is wide awake, up to date, careful and industrious, he will succeed. He is developing his business and to such men development means progress.

Because the customer forgets himself and shows he is an old crab is no reason why you should declare yourself of the same family. Self-possession helps any man to be a winner.

Be it ever so humble all honest work is unwasted. Remember that nine out of ten men who reached the top of the ladder had a lot of us holding the ladder for them.

The man you regard as a lucky fellow is lucky mainly in the possession of the inclination to hard work.

KEEPING TAB ON YOURSELF

Keep tab on yourself.

Analyze yourself, as the chemist takes a compound or substance and resolves it into its elements.

Put yourself through a rigid examination. Ask yourself:

Am I vigorous or weak, poised or nervous, neat or careless, at ease or embarrassed?

Is my voice pleasing or harsh, clear or indistinct, low or high?

In my personal relations with others do I appear to simulate or suppress, do I win the cordial cooperation of others, or do I antagonize them?

Am I sympathetic or harsh, strict or lax, even tempered, or irritable, tolerant or intolerant, dignified or undignified, courteous or rude, encouraging or nagging, firm or weak, tactful or blundering, enthusiastic or diffident, quick or slow to react, quiet or noisy, systematic or disorderly, resourceful or dependent?

Learn your merits and your deficiencies.

So shall you learn to augment the former and eliminate the latter. And the result will be growth in wisdom and power.

NO LOAFING IN MEN OR GOODS

The merchant who wants to keep up-to-date and be successful must allow no loafing in his store. Clerks are not the only loafers in a store by any means. There is a good deal of merchandise in many establishments that has it over the clerks "like a tent" in the matter of loafing.

You would not allow your clerks to sit around doing nothing. Then, why should you allow merchandise to be guilty of such an offense? It costs money to keep goods in your store doing nothing, just as truly as it costs money to allow clerks to loaf. Just as you stir up the listless clerk, put a little pep behind lagging merchandise. Make "no loafing" for men or goods a regular slogan in your store.

Your merchandising success in 1919 will not be gauged by what you buy and sell, but by your net profits on Dec. 31st, next.



M. L. KLINE

**Plumbing, Heating, Mill
and Steam Supplies**

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling
in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

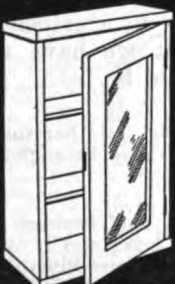
W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made

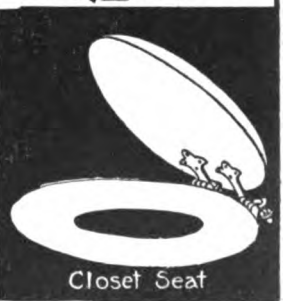
The LINE that APPEALS at ONCE TO YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

NON-POROUS, GUARANTEED NOT TO CHIP, CRACK OR FLAKE. NOT AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Closest Seat

HOW TO CORRECTLY FIGURE PROFITS AND SELLING PRICES

This is one of the most necessary and vital problems which every merchant must understand and solve. Unless he does understand the process thoroughly and figure out his selling prices, and per cents of profit accurately, there is but one finish—ultimate disaster.

There is but one correct method, one way that is safe and sure, by which the actual per cent of profit can be fixed, and that is to have your calculations on the selling price and not on the cost or invoice price.

Let us illustrate the "wrong" way—take an article the invoice cost of which is \$1 and the dealer wants to make a 33-1/3% gross profit on it. He bases his figures on the cost price (\$1.00) thus—

Invoice price, \$1, equals 100%. 33-1/3% of \$1 equals 33-1/3 cents. Adding the profit of 33-1/3 cents to the invoice price of \$1 gives a selling price \$1.33-1/3. In the foregoing illustration the dealer really makes but 25% gross, because 33-1/3 cents is 25% of \$1.33-1/3, and he thought he was getting 33-1/3% profit.

The correct rule is as follows: Always let the selling price represent 100%, subtract the desired profit "per cent" from 100 per cent (which represents the selling price), the remainder will give you the true per cent which the cost price represents—then the rest is easy and sure. The original illustration then should be worked like this:

"Selling price equals 100 per cent; deducting the desired profit, which is 33-1/3 per cent, leaves 66-2/3 per cent, or the cost price."

The article cost \$1, hence \$1 equals 66-2/3 of the selling price. Now let us get 1 per cent, which is obtained by dividing 66-2/3 into \$1 and which gives 1½ cents; 1½ cents is 1%, then 100% is 1½ cents multiplied by 100, or \$1.50, the correct selling price, instead of \$1.33-1/3 as given in the first example.

SERVICE MEANS SUITABLE STOCK WELL DISPLAYED

Service means having a well-assorted stock of salable merchandise—attractive, adequate, well-assorted stocks of merchandise, which should be reasonably priced, plainly marked and well displayed. Stock should be on hand when called for and every member of the sales force should know enough about the various items to talk intelligently concerning them.

Service also means properly displaying the products handled. That means attractive show case and window displays. To that end adequate display fixtures are needed and they pay for themselves by selling goods. Finally, salespeople should be coached in what to say, when to say it—and when to say nothing.

SAYINGS OF ABRAHAM LINCOLN

Keep pegging away.

Answer with facts, not arguments.

Get ready and the chance will come.

We all like the man who "sticks through thick and thin."

The value of life is to improve one's condition.

Nothing is so local as not to be of some general benefit.

May the vast future not have to lament that you neglected it.

Shall he who cannot do much be for that reason excused if he do nothing?

When an occasion is piled high with difficulty, we must rise to the occasion.

What is it that we hold most dear? Our own liberty and prosperity.

Be a patriot! Don't mar the immortal emblem of humanity, the Declaration of Independence.

Every blade of grass is a study, and to produce two where there was but one is both a profit and a pleasure.

The hired laborer of yesterday labors on his own account today and will hire others to labor for him tomorrow.

Teach economy, that is one of the first and highest virtues. It begins with saving money.

Follow Lincoln's advice—you have the opportunity. All he says here applies to you now. Buy War Savings Stamps and Thrift Stamps.

ELECTRICAL HOUSE HEATING

Editor Questions and Answers: Can you give me any information as to the relative cost of electricity as compared with steam for heating dwellings? Thanking you for same, I remain,

Yours truly,

L. B. WOODBUFF.

Upon investigation we find it stated by a reliable authority that to heat a corner room 14x14x10 in a dwelling for about ten hours per day would cost, at 10 cents per thousand watt-hours over \$1.50. Now \$1.50 per room would be a prohibitive cost. The same room heated by a steam radiator would not cost 5 cents for the same length of time. We are assuming that the electricity is developed by steam power in this case. Of course, if it were developed by water power the cost of heating by electricity would be considerably less, but we have no data as to how much less it would be.

A. M. Lines, a plumber of Riverside, Cal., has some large contracts, and expects to keep busy throughout the year.

Lynn S. Palmer has purchased a half interest in the Murphy Plumbing Co., Douglas, Ariz., and it will be known in the future as the Murphy-Palmer Plumbing Co. Mr. Palmer has been connected with the Bassett Lumber Co. for a number of years.



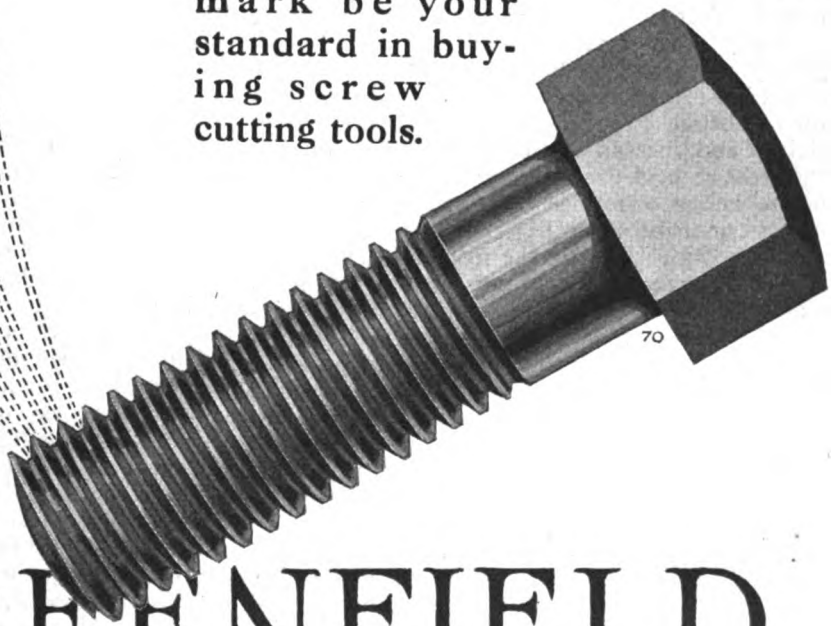
**When you see a
U. S. Thread
think of G T D**

THIS mark, directly derived from the U. S. Standard thread, represents the foremost champion of screw thread

Standardization

On Screw Cutting tools it indicates the product of the largest concern of its kind in the world.

Let the G T D mark be your standard in buying screw cutting tools.



GREENFIELD
TAP & DIE CORPORATION
Greenfield • • • • • Massachusetts

Practical Advantages of Plumbing Trade for Training Disabled Soldier for Self-Support

(By Douglas C. McMurtrie, Director, Red Cross Institute for Crippled and Disabled Men, 23rd Street and Fourth Avenue, New York City)

IN THE PAST our method of dealing with men permanently disabled in the course of employment has been to pay the worker a pension in the form of compensation and forget him and his injury. But the cost of disability to the plumbing industry has not been alone in the cost of premiums paid for casualty insurance. There has been the cost involved in the training experience and adaptation of a skilled worker who does not return to his job, and the fitting of a newcomer to take his place.

There are three means of reducing and approaching the complete elimination of the cost of disability: First, accident prevention; second, through medical attention to minimize the disability resulting from the injury, and, third, salvage of the remaining abilities of the worker through rehabilitation for self-support.

The first of these has already received wide attention from employers and has wisely been encouraged in a financial way by casualty insurance companies and state funds. The values of the two latter have, however, not as yet been appreciated. Their energetic application would effect a tremendous saving to industry.

Many injuries from which men would completely recover in a short time under adequate and high-grade medical attention are treated for an insufficient time, or by incompetent physicians and, instead of a prompt return to work, the case at best drags along over an extended period and at worst becomes chronic or develops into permanent disability.

Some states require the insurance carrier to provide but two weeks of compulsory free medical attention to the injured man. For the insurance company to take advantage of this limitation is the most short-sighted policy possible, because for every dollar saved in physicians' or hospital fees, the insurance carrier pays out later ten dollars in compensation. And what the insurance company pays is actually paid by the insuring employers in their regular premiums.

Unlimited medical attention of the highest grade should be the axiom of casualty practice. It should be insisted upon by employer and workman alike. The best outcome of any injury is to have the employe return to his job as a well man in the shortest possible time. It is well to develop a science of dealing with cripples, but the ideal is to have fewer and fewer cripples with which to deal.

The third method of attack on the cost of disability is rehabilitation for self-support—the

re-education of an injured man for an occupation which he can follow, or a process which he can perform, in spite of his handicap. The science of rehabilitation is new, and the experience in it has practically all been gained in the effort to make sound and just provision for the disabled soldier or sailor. Every country among the recent belligerents is today operating a comprehensive system of re-education for disabled soldiers, and is placing upon that system more dependence than upon the pension system.

Paying a man a small monthly or weekly stipend on which he is expected to live in idleness is not a very constructive method. With the breakdown of confidence in the pension system, it was realized that the only real compensation for disablement was restoration of capacity for self-support.

It was further realized that very few jobs require all the physical faculties and that in the present-day variety of industrial processes it is possible to find a job in which a man with a given type of disability can function 100 per cent efficient. Some jobs are standing, some seated, others require walking about; some jobs at a bench working on small articles require but little strength, others involve great physical exertion. Still others do not require the sense of hearing, in others the sense of sight is not essential. Finding the future work of the disabled man, therefore, requires expert and painstaking choice, but a successful selection is possible even of the seriously handicapped. The first aim is to place the man back in a different job in his own trade or in a trade closely related. In such a job his past experience will stand him in good stead. Failing this, he can be retrained for a different line.

The process of retraining the disabled is known as re-education, and can best be provided in a special school for crippled men. The first school of this kind in the United States is the Red Cross Institute for Crippled and Disabled Men, established in New York City through the generosity of Jeremiah Milbank.

At this school, open to disabled civilians and soldiers alike, six trades are already being taught: Artificial limb making, motion picture operating, oxy-acetylene welding, printing, jewelry work and mechanical drafting. More will be added as the demand develops. Graduates are already giving satisfaction in the jobs to which they have been graduated, so the enterprise has passed the experimental stage. And

Big Plumbing Business This Year

Everything points to the biggest building year in history.

Homes that have been planned for years are going to be put up.

Remodeling that has been put off until after the war is going to be done.

Get your share—and be sure to install the Quality Line.

PACIFIC



PLUMBING FIXTURES

Main Office and Show Room
67 New Montgomery Street
San Francisco, Cal.

FOR SALE BY ALL
JOBBER
Seattle, Salt Lake City, Los Angeles

Factories
Richmond and
San Pablo, Cal.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island

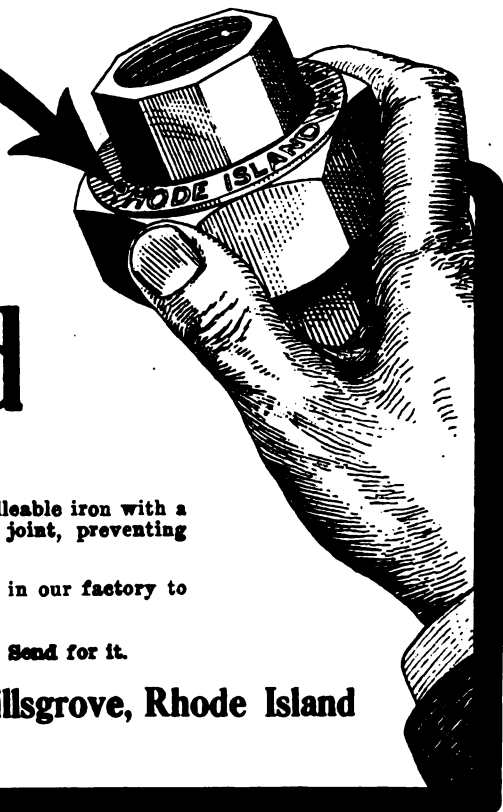
UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



in the results attained with disabled soldiers abroad there is overwhelming evidence of the logic and practicability of rehabilitation.

The cost of soldier rehabilitation is being met by the United States government and by the governments of some of our allies. It will be admitted without argument as desirable that the advantages of re-education be made available to disabled civilians as well, but will not the cost be prohibitive? The fact is that rehabilitation effects a reduction rather than an increase in the cost of disability to industry or to the community as a whole.

A typical case will illustrate how the saving is effected. A worker in Massachusetts was injured by a fall while working inside a submarine and his hand became permanently crippled. In due course his compensation rate was determined and he was referred to the insurance carrier to be paid \$10 a week for a long period, with a maximum total payment of \$4,000. Since the disability was manifestly permanent the insurance company wrote the case off their books as a \$4,000 loss and transferred that amount to reserve to cover the weekly payments. After the compensation had been paid for nearly a year, a new official of the insurance company began looking over the list of men to whom the company was paying compensation. His attention was directed to the man in question and the latter was requested to call at the office of the company.

The case was like many thousands of others susceptible of rehabilitation for self-support, so the insurance company official put a proposition to the man in very frank terms. "I believe that you can be trained to earn a good living. I want you to understand very clearly, however, that this proposal is to the financial advantage of the company, but I also believe it is to your advantage as well. A total income of \$10 a week is not very attractive to you and you would probably rather return to work at a good wage than remain idle. If you will consent, the company will send you to a school of re-education and see if we cannot get you back on your feet in good shape."

The injured man consented to the proposal and the company sent him to the Red Cross Institute in New York. They began to pay him not \$10 a week, as required by law, but \$40 a week, \$20 to him in New York and \$20 to his wife at home. The company also paid liberally his traveling expense in both directions. In the period of eight weeks he was re-educated in oxy-acetylene cutting and welding and returned home. He is now making not only a satisfactory wage, but twice as much as he had ever earned before the accident took place.

In the whole transaction every party at interest was benefited. The man was advantaged in that his general living standard was distinctly raised, and the necessity of working for

his living could not be considered as a hardship. The company paid less than \$500 for his rehabilitation and this expense, in conjunction with the \$500 already paid in weekly compensation during the first year of idleness, made a total for the case of \$1,000.

They were thus enabled to charge \$3,000 of profit to the account of profit and loss. The community was infinitely the gainer in that the man, formerly an unproductive consumer, became a useful producer instead. The community further gained in the elimination of the disabled man from the category of a prospective dependent, because while compensation might have taken care of him in a very insufficient way during the period of idleness, there would have come a time when compensation ceased and then he would have been in a desperate economic status indeed—confirmed in habits of idleness, untrained for skilled work, and without any source of support.

A more intelligent handling of disability by insurance carriers will, therefore, reduce their expense, and will thus cut the cost of casualty protection to the employer. There is needed, also however, some revision of compensation laws so that there may be definite encouragement to insurance carriers to offer opportunity of rehabilitation and definite encouragement to the disabled men to take advantage of it. Practically every compensation case that has ever come to the Red Cross Institute has come on the day his compensation expired. For one year, for two years, or for four years the man has existed in idleness, drawing compensation and cultivating habits of indolence. When his support was cut off, he then became interested in rehabilitation. Present compensation legislation tends to encourage the man to remain idle because his payments are reduced by any improvement in earning capacity. A revision of this practice will make for more constructive provision.

In short, the first effort should be to prevent injury, the second to minimize its permanent effects, the third—when disability has ensued—to offset its economic consequences. The execution of this complete program is not only sound humanitarian practice—it is good business as well.

YOU KNOW THE KIND

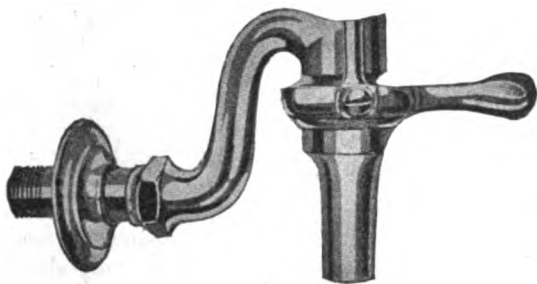
"Why is this cheese so full of holes?"

"That's all right. It needs all the fresh air it can get."

H. E. Miller is engaged in the plumbing business at Colville, Wash. He has been working in the Seattle shipyards.

C. O. Cleveland has opened a plumbing shop at Clarkston, Washington. Mr. Cleveland is an experienced plumber and recently received his discharge from the army.

THE "SAVILL" Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute.
"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

GOULDS SPRAYERS

HAND AND POWER

Made by the World's Greatest Manufacturers of Farm Pumps

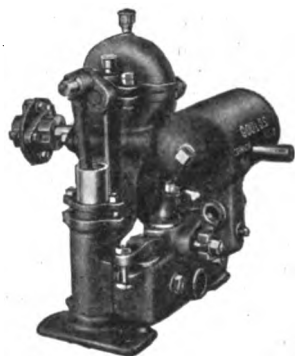
GOULDS TRADE MARK is not only a mark of identity—it is our promise that the Goulds Pump or Sprayer which bears that trade mark, or the name "Goulds," is fully up to the Goulds high-quality standard.

Goulds were the first sprayers on the market, and to this day they have maintained their leadership. There are over 50 styles and sizes. Our Engineering Service Department will help you to select the right one for each condition—and we guarantee that it will satisfactorily perform the work for which we recommend it.



Goulds Fig. 1129
"Bordeaux"
Hand Sprayer

Write today for catalog and prices



Goulds Fig. 1631
"Sturdy" Duplex Sprayer with
Flexible Coupling

The Goulds Manufacturing Company

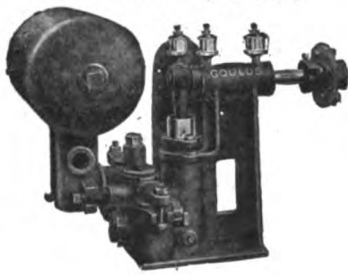
Main Office and Works: Seneca Falls, N. Y.

BRANCH OFFICES:

New York	Boston
16 Murray St.	58 Pearl St.
Chicago	Philadelphia
12-14 S. Clinton St.	11 North 3rd St.
Pittsburgh	
636 Henry W. Oliver Bldg.	
Atlanta	
3d Nat'l Bank Bld.	
Houston	
1001 Carter Bldg.	



Goulds Fig. 1100
"Pomona" Barrel
Sprayer



Goulds Fig. 1662. "High-Speed"
Sprayer with Flexible Coupling for
Direct Connection to Engine.



Goulds Fig. 1558
Handy Knapsack Sprayer

STEEL WOOL.

Some Experience With a Little Known Cleaning Medium

Recently reading a review of the experiments of Galvani and Dr. Valli, by Richard Fowler, published 125 years ago (1793) I note that a substance called "Metallic Shavings" was used to clean rust and tarnish from articles experimented on (Deposition). I am wondering if this cleaner was similar to what is known as Steel Wool; if it is, its use as a metal cleaner in plating rooms is one of the lost arts.

Steel Wool is made in several grades, fine and coarse, so that by its use almost any kind of cleaning or polishing can be accomplished. Given a thorough trial it will be found to be indispensable in japanning, plating, moulding, etc.

The use of japan as a protective, or decorative covering for metal articles has since 1914 increased more than one thousand per cent. A salesman for a prominent varnish house recently informed me that he is selling twenty barrels of japan now where he sold one in 1914. This is due in part to increased industrial activity, and to the shortage and high cost of pig tin.

Too much cannot be said of the value of Steel Wool in a japan room. Batches of work taken from the ovens will frequently show drips, runs and other defects. This is not always the fault of the workman; some japans will drip after being placed in the oven no matter how much care has been taken to avoid it. This is generally known as secondary drip.

The method employed in most factories to "doctor" such defects is to rub down with emery cloth or sandpaper. Years ago I followed this practice myself and never could get a good job. Given a second dip and baking the scratches made by the emery cloth were clearly observable. A wad of Steel Wool in the hand applied will quickly and effectually smooth out such defects and the articles given a second dip will bake smooth and show no scratches.

In rubbing down for a fine finish the use of Steel Wool will show results equal to pumice and the work done in half the time. Emery cloth and sand paper should never be used in a japan room. Steel Wool is the ideal cleaner for such work.

A short time ago a manager of a Cincinnati concern secured a supply of Steel Wool, and after giving it a thorough tryout, the results proved very satisfactory. They have discontinued the use of emery cloth in their japan department. Now, this man had previously told me he had no knowledge of Steel Wool—never heard of it.

To get unbiased opinion in the use of Steel Wool in a plating plant, I sent a quantity to the foreman in a factory where exceptionally

fine work in nickel, copper and brass is done, with the request that the wool be given a good trial and results noted. He says: "The Steel Wool has had a good tryout, and will say it can be used to advantage in a plating room. For cleaning rust and tarnish in hollow ware, it is the best thing I ever handled. I think this wool can be used for endless purposes in a plating room, such as ours, and make a clean all around job. It is also excellent for cleaning rheostats and tank rods; however, the tank rods should be removed, as particles of steel from the wool would fall into the solution."

The wool quickly removes nickel from articles that have peeled and leaves a smooth circle to renickel. Iron and steel articles (polished) left over night or day or two in a plating room will develop rust. A boy with a wad of the wool quickly puts them in excellent shape to run through the cleaner for plating.

A wad of the finer grade of Steel Wool on a moulder's bench will ensure keeping his pattern and tools clean and bright.

The sure sign of an up-to-date factory is clean windows. Shop windows are difficult to clean. Several operations are generally found necessary. One operation is all that Steel Wool requires, no glass is so soiled that the wool cannot clean. If there are brass sign plates, railings, machine parts, etc., use a wad of fine Steel Wool to polish up; you will find it has the multitude of pastes beat a mile.

Quality pays handsomely; it is the only solid foundation on which to build a business. The customer you get by low prices is here today and gone tomorrow; the customer you get by quality and service is bound to you; he is one of the assets of your business.

THINKING

If you think you are beaten, you are;
If you think you dare not, you don't;
If you'd like to win, but you think you can't
It's almost a cinch you won't.

If you think you'll lose, you're lost,
For out of the world we find
Success begins with a fellow's will—
It's all in the state of mind.

If you think you're outclassed, you are;
You've got to think to rise;
You've got to be sure of yourself before
You can ever win a prize.

Life's battles don't always go
To the stronger or the faster man;
But soon or late the man who wins
Is the one who thinks he can.

—Walter D. Winkle.

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



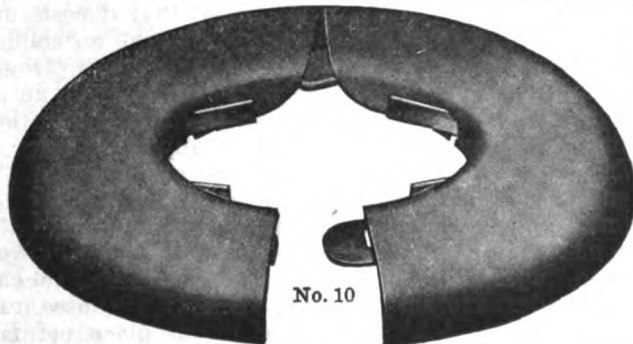
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World.

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market St.

San Francisco, Cal.

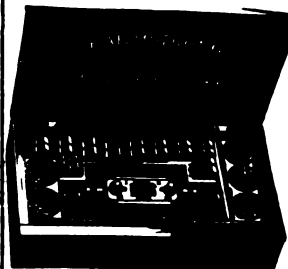


No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount.

THE BEST GENERAL UTILITY FIRE POT

The C. & L. No. 1 Gasoline Fire Pot has been popular with mechanics for many years. It has a great many uses. It will heat a pair of 12-lb. soldering coppers and melt a pot of metal quickly. The top section can be removed, thus producing an open fire for any kind of work that a torch will do. It is a strictly high-grade Fire Pot for indoor use or outside work in windy and cold weather. All leading jobbers will supply at factory prices. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship. Tools with an En-vious Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

In writing the
company address
Department HW.

276 Knowlton St.
Bridgeport, Conn.

Hiring and "Firing" Men

(By Charles H. Denison)

A "ROUGHNECK" boss is a losing proposition for any firm desiring to hold its men. Nevertheless there are many contractors who make it a point to employ bosses of this kind because they bank heavily on the "roughneck's" assumed driving power. Many times he is a bull-necked, carrot-headed "flannel mouth," who takes the utmost delight in ordering men around regardless, and cursing them if they fail to understand his ambiguous orders. As far as efficient progress is concerned the "roughneck" boss is similar to a locomotive under high pressure on slippery rails, all noise and very little getting ahead.

The looks, actions and conduct of such bosses produce a contrary attitude in the minds of the men at the very start and the men begin their work with a "don't-give-a-d—m" feeling, which soon develops into real hostility. They know—from previous experience with such bosses—that no matter how hard they work, nor how well they do the job, they'll receive no credit and therefore they begin to figure on how they can "put one over" on the boss and "get away with it." As the "roughneck" boss can't be in from ten to fifty places at the same time, the men have an elegant chance to accomplish their purpose.

Now that's one reason, plain as the nose on your face, Mr. Contractor, why so much "bum" work gets by. In the natural run of events the foreman has his hands full in guarding against perfectly unintentional mistakes, without having to watch out for tricks and mistakes that are made "to get even with the boss."

Any foreman that cannot command the respect and confidence of his men is better off the job than on it. The right kind of a foreman don't have to keep both eyes working "overtime" to guard against petty tricks sprung by his men.

We read many articles in the papers and the magazines relative to "floaters," the "dissatisfaction of men with their work," the "constantly shifting working forces," etc., etc. Now one mighty good reason at least for this is that no self-respecting mechanic who knows his work is going to put up with the snubs and insults that a "roughneck" boss can originate. The mechanic simply jumps his job and in most cases isn't particular to tell beforehand that he's going to quit. The demand, along all lines of construction work, for first-class, level-headed, common-sense bosses is greater by far than the supply.

A roughneck boss generally isn't particular as to whom he hires. All men look pretty much alike to him. "fodder" for his mill. So he "hires and fires" from day to day, never seek-

ing to hold his help. A man who has been on the job for a few days or weeks is, other things being equal, more valuable than a new man. It has taken a certain amount of time for the mechanic to "get wise to the job." He knows where things are, the state of the work and about how it should be done to be acceptable.

All this knowledge the contractor has paid for in wages paid the mechanic and where any "roughneck" boss fires such a mechanic he has the same as taken from \$25 to \$50 out of the contractor's pocket and sometimes more. In factory work it is estimated that it costs anywhere from \$40 to \$150 to develop an employee to a profitable efficiency point. The "roughneck" foreman has been found such an expensive proposition that, in many institutions, he is not allowed to "fire" any of his men.

The foreman can dismiss any man from his gang and send said man to the employment office, where the case is investigated and, unless the employee has committed some offense against the rules he is given another chance under another foreman. Simply because a mechanic don't make good in one place, or under one particular foreman, doesn't prove—any longer—that the mechanic is "no good."

After years of wastefulness of man power the wiser employers are beginning to see that, in many instances, the man must be adjusted to the job. A foreman should have a thorough knowledge of his work and be a first-class judge of men. He should have in him that power and will that causes the men to look up to him and respect him because he is a man—not a cursing, low-minded, brutal slave driver, employing Dago tactics on self-respecting mechanics who simply refuse to "stand for" such a brute. The boss who rewards a good job accomplished by a kind word, an appreciative look or a slight bonus, has got the men "coming his way." Men working under such a boss and with such incentives will set their own pace and don't need to be watched for shirking or tricks. They are their own drivers and such jobs generally are accomplished in less than the time estimated.

A far-sighted boss will seek to better his force by developing the helpers and second-rate men into A-No. 1 mechanics, who can make good anywhere they are placed. A shop that can fill vacancies from within its own force has a decided advantage over the shop that is obliged to "take 'em as they come"; an advantage that cannot but help showing on the proper side of the ledger when the profits of the year's work are figured up.

The one thing we need to fear most is fear.

Dependable Tanks



If you desire the best, choose our

"Copper Braced" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



**"It's a great
screw-driver—but I
can't keep it"**

That was the remark made by the sales manager of a big motor truck company recently.

The reason was that there are a lot of skilled mechanics around the plant, and every time the sales manager was indiscreet enough to exhibit his Crescent Screw Driver, one of those boys annexed it.

If you have tried one yourself, you will understand why that sales manager has bought four—and expects to keep on buying if necessary.

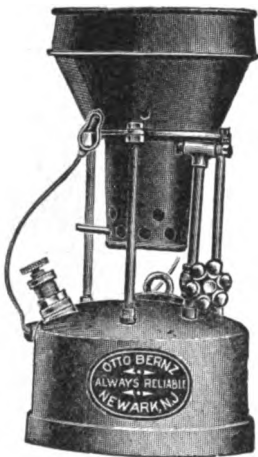
If you don't know this "Crescent," get acquainted with it at your earliest opportunity.

CRESCENT TOOL COMPANY
Jamestown, N. Y.

Three sizes, retailing at
65c, 70c and 75c

Crescent
GUARANTEED
**Hamr-Handled
screw driver**

You Want the Best



Patented
No. 12 Pump Furnace
No. 11 Bulb Furnace

in fact, you must use the best tools you can buy to do the best kind of work. What good are tools which do not give service when they are most needed? You should, therefore, buy only the best.

The above fact applies to every tool used by mechanics, especially furnaces and torches. Then why not buy a make which will always

give perfect satisfaction. We recommend for your use the "Always Reliable." Your nearest dealer or jobber can supply you with them.

ASK FOR OUR FREE CATALOG

OTTO BERNZ - NEWARK, N. J.

"READY-MADE" MECHANICS

There are probably at least 20,000 new, ready-made, more or less incompetent journeymen afloat in the labor market today! These men are, or will soon be, looking for jobs at plumbing or heating with all the "dog" of the most experienced "floater." Possibly some of the readers will fail to "get me" when I say "ready-made mechanic." Such a man is one who was made to suit war needs and for the time and place and job he worked on, succeeded to a greater or less extent in "getting by."

It was a case of "must" on all sides. The work simply had to be done and by most anyone who could be found to do it.

Men were developed into steam fitters who seldom or never saw a Trimo wrench in their born days before. Put on a certain job and kept on same they got along—after a fashion—with a few days' practice, but as to being a full-fledged fitter, I say no!

Take a greenhorn and place him to work on putting a low-pressure steam job in a seven-room dwelling house alongside of an experienced steamfitter.

Now if the greenhorn is anyways bright, in a month or so he could take a similar seven-room dwelling and pipe it up all O. K., but put him in a twenty-room dwelling and require him to put in a hot-water heating plant and we all know that the greenhorn would fall down 99 times out of 100.

In some recent work the writer saw a corn specialist from the state of Iowa who had been working on all kind of constructive steam work in a certain United States government plant attempt to connect up a header for a couple of boilers. Did he succeed? Well he surely did not; yet he had butted into a heating shop and been working nearly two weeks before he got to a place where he had to deliver the "goods."

He apparently didn't have gumption enough to get more experience before assuming to be a first-class fitter. There's two kinds of education, viz.: that which is taught us by other people and that which we teach ourselves. Possibly the word experience might cover either, according to the "slant" you get on the subject. But experience is what these "ready-made" journeymen lack and is what they will have to get before they are competent to tackle the general run of work at either the plumbing or heating game. No trade that has taken our fathers and brothers at least three years to learn passably well can be fully acquired in a few weeks, no matter what the necessity that drove men to work at it. I suppose that the same thing applies to a greater or lesser extent to all of the various trades, but I am limiting these remarks to heating and plumbing, because those are the trades at which I saw the men (ready-made) working. It's a cinch the ready-made journeymen will be found from the Atlantic to the Pacific during the coming season.

THE RED FLAG

If it isn't one thing it's another.

For four anxious years it was the war.

Now it's the red flag!

"Down with capital!" shriek the red flaggers.

The folks who bought Liberty Bonds are capitalists.

The folks who subscribed to the war drive are capitalists.

Every man whose life is insured is a capitalist.

Every man who owns his own home is a capitalist.

Millions of humble capitalists are living fairly contentedly under the Red, White and Blue.

Democracy as practiced under that tri-color—here and in France—has recently given a pretty glorious account of itself.

"Three cheers for the Red White and Blue" doesn't mean three separate cheers for separate colors.

Still less does it mean two soft cheers for the White and the Blue and a loud one for the Red.

If you don't like our flag, stay where you are.

If you dwell in our midst and prefer a monochrome standard, betake yourselves speedily to the lands where the flag and the hands of those who wave it are uniformly and unmistakably red.—S. T. Sterne, in *Life*.

George had not been overkind to his wife when he left for camp. And the prospects for his wife when he returned were not any brighter than when she got this note from him:

"Them white folks here put some sirup in my arms from the blood of a mad bull and a game chicken that will make a nigger fight a cannon, and I is already feeling like fighting. When I comes home wid that fighting blood in me, if I finds out you ain't been doing right, watch out for George; and I knows how big you are."

The wife took the note to the judge of the county in which she lived.

"Well, Eliza," said the judge to the colored wife, after he read the letter, "what can I do for you about this?"

"Judge," replied Eliza, "Ise wan' a divorce or sum of dat sirup."

GAS FURNACE BUSINESS GOOD

Foss & Jones, of Pasadena, Cal., the well-known manufacturers of the Gleewood Floor Furnace, which has met with much favor at the hands of owners and dealers, report that 1918 was the best year they have ever experienced, and they say they don't know anything about hard times or poor business.

The success of the Gleewood furnace has been increasing year by year as its merits have become known.

The makers are always glad to give full information to any of our readers upon request.



C. & L. TORCHES SAVE DOLLARS FOR THE USER

All C. & L. Torches are the very best that can be had for the price. Every part is designed to give the highest degree of service and satisfaction to the user. For over thirty years, they have been the Standard of Quality. They are remarkable for the high degree of heat that they produce and save time, fuel and money. All leading jobbers will supply at factory prices. Send for catalog—it's free.

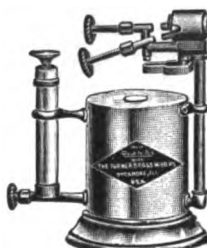
No. 32 Torch.
List Price,
Each, \$16.00
Ask for dis-
count.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

Best Results with TURNER

TRADE
Double Jet
MARK

TRADE
AND HOT BLAST
MARK



No. 92

TORCHES and FURNACES

No other line that equals. All progressive jobbers handle Turner appliances. Ask for catalog showing latest improvements. Look up your stock and be prepared for cold weather.

The Turner Brass Works
Sycamore, Illinois, U. S. A.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.

Dayton, Ohio



"I'm Nye
The Die Man"

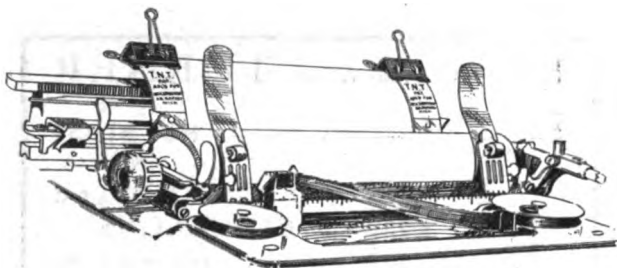
About the most popular die in the world right now would be the kaiser's. Next to that, the most popular die in the world is The NYE DIE.



THE NYE TOOL & MACHINE WORKS

108 North Jefferson Street
CHICAGO, ILL.





(Patent applied for)

WHAT IS T. N. T.?

(Typewriter Never Tears)

A typewriter attachment that you can attach or detach in a wink. Installed, your typewriter will handle any sheet that has open holes punched in its edges, thereby enabling you to typewrite any loose leaf record without mutilating or tearing the punchings.

T. N. T. fits any make of typewriter, nothing to wear out, a very thin, highly tempered steel shield that you feed into your machine as you would a sheet of paper, bend the soft aluminum guard to conform to the round of the paper rack on your machine, snap on the spring clip, place the paper fingers on your machine so they are on top of T. N. T. (see cut) and there you are! No adjustment of typewriter is necessary. When you wish to remove T. N. T. snap off the spring clip and pull the shield out of the machine.

T. N. T. solves the problem of typewriting open hole punched sheets from loose leaf binders of any make. It is a real boon to every office using loose leaf records of any kind. Further particulars can be had by addressing the patentee and manufacturer, Wm. H. Edwards, Division and Prescott Streets, Grand Rapids, Mich.

R. M. Lewis and W. M. Lucas have opened a plumbing business at West 909 First avenue, Spokane, Wash.

Edward Curran and O. A. Phipps, of Carson City, Nevada, have formed a partnership to engage in the plumbing and steamfitting business in that city.

A. J. Pearce, Iowa Falls, Ia., is moving his stock to a new location.

J. M. Roebuck recently took over the stock of W. W. Duncan at Schwertner, Tex.

Oscar Redlin has engaged in business at Woodland, Wis.

When business for some reason or other isn't good is the very time to advertise. When you car gets stuck on a muddy bit of road, you don't go and sit back—you push, to put it across. Do the same with your business.

If you would hold permanent business, you must be genuinely interested in your goods, your customers, and the public welfare. No man can live unto himself. He will starve if he tries it.

If you haven't anything to advertise which you think people want, have a rummage sale; get rid of what you've got at any old price, and get in a line of goods for which there is a live call.

You have been telling how much you were worth. Well, if you are worth it, prove it! If you are doing a \$2 a day job when you say you are worth three or four times that, whose fault is it? No, it may not be necessary to hunt a new opening. Succeed where you are. You can't find a better place. Don't try to do the porter's job and be the head gunman at the same time. Ability to succeed consists in a measure, at least, in knowing what to delegate to others.

ONLY 20 YEARS AGO

Nobody swatted the fly.
 Nobody had seen a silo.
 Nobody had appendicitis.
 Nobody wore white shoes.
 Nobody sprayed orchards.
 Most young men had "livery bills."
 You never heard of a "Tin Lizzie."
 Advertisers did not tell the truth.
 Farmers came to town for their mail.
 The hired girl drew one-fifty a week.
 The butcher "threw in" a chunk of liver.
 Nobody "listened in" on a telephone.
 There were no sane Fourths nor electric meters.

Strawstacks were burned instead of baled.
 Publishing a newspaper was not a business.

STOVE REPAIRS

IF IT IS MADE
 FOR A STOVE
 RANGE OR
 FURNACE

You Can Get It at the

Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE
 REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
 SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

M. L. KLINE BUYS LARGE BUILDING

M. L. Kline, the well-known plumbing jobber, has purchased the four-story building he is at present occupying as a warehouse, which is opposite his main store building.

While Mr. Kline has been located in his present site for a number of years and finds it a very central position for their business, it is their intention to extend materially in the lines they now carry.

M. L. Kline is recognized as one of the largest factors in plumbing, mill and steam supplies in the entire northwest. They are one of the most conservative institutions of the kind, yet they do not allow their conservatism to interfere with their keeping fully abreast of the times, and being progressive in every way to increase their service, and benefit their customers.

He regards the outlook as most excellent, and in line with their policy the trade can count on the very best of service it is possible for any institution to render.

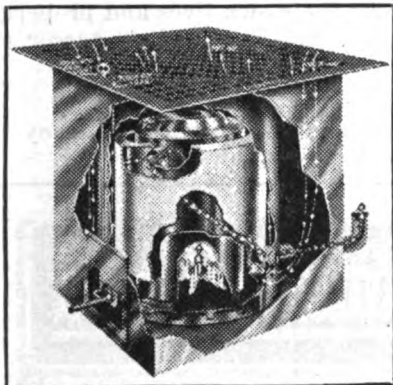
Ernest Hoyt & Frank L. Wahl, formerly of Minneapolis, Minn., have purchased the plumbing business of L. C. Henrichsen at Vancouver, Wash.

E. J. Palm, formerly connected with the Venice Sanitary Plumbing Co., of Venice, Cal., has purchased the plumbing establishment of W. A. Scott at Ocean Park, and will conduct the business at Ocean Park.

Mayor Hansen, of Seattle, has set an example that should be followed by the Mayors of many of our large cities but, alas, how few of them would have the courage to have taken the position he did. Judging by the acts of some of them they are more concerned about perpetuating themselves in office and getting the votes of such revolutionists.

It is not the first time that anarchy and Bolshevism, under the guise of union labor organizations have sought to overthrow law and order and government, and it will not be the last. Would that we had more Mayors like Seattle's, who, while not having been educated up on socialistic theories, yet has the discernment to recognize the danger of such, and is not afraid to take a stand for the right. If the labor organizations are to command the respect of the American people, there must be a general housecleaning of their "leaders," whose principal stock in trade is lies and deception.

The man who is so busy that he hasn't time to read his trade papers or keep in touch with what the government is doing to his particular line of business, always has time to explain his pet theories to anyone who will listen, and is prepared to advise everyone as to the correct method of procedure. The man who hasn't time to be posted, is sure to be tonguey and voluble.



"The Heater That Delivers the Heat."

A PERFECTION IN SCIENTIFIC GAS HEATING

THE GLEWOOD FLOOR FURNACE

Health—Comfort—Convenience—Economy

These points win instant favor and continued popularity.

Stock this new, valuable line.

Cash in on its large profits.

Write us for special dealer's propositions.

FOSS & JONES, 28 East Union St., Pasadena, Cal.

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

If your customer asks you to get a certain article for him at a certain time, don't promise absolutely. You don't know what delays and difficulties you may be up against. You will establish greater confidence to promise to do your utmost to get it. If you see you are going to fail or be delayed, notify your customer to that effect. It pays in the long run to have folks know that they can depend upon you to be even a little better than your word.



CAW! CAW!! CAW!!!

The National Crow Shoot, which is designed to conserve grain and protect game as well as remove the "Caws," is a movement that should be encouraged by every merchant.

The crow is not only an enemy of the farmer, but a serious menace to game.

It is estimated that every year insects cause a loss of millions of dollars to the farmers, truck raisers and fruit growers. The farmers are the producers and whatever loss they sustain affects every consumer in the country.

In fact crows are destructive to practically every crop raised, and unless some concerted action is taken by farmers and sportsmen the matter will become far more serious.

The Du Pont Powder Co. are back of a movement to destroy the crow, and are offering a series of prizes, consisting of gold, silver and bronze cups, to those who shoot the largest number of crows during 1919.

The conditions of the contest are as follows:

Anyone in the United States or Canada is eligible to take part in the National Crow Shoot.

The National Crow Shoot will be conducted to conform strictly to the federal and state game laws and nothing contained in our offer is to be construed as urging anyone to violate any game law. Each individual should inform himself with regard to his local game laws before taking part in this contest.

To receive credit in the contest, crows must be killed with a shotgun or rifle.

Evidence of crows shot is to be furnished by the contestant in the form of a signed statement, countersigned by an ammunition dealer, upon forms furnished for that purpose. It is expected that the contestant will furnish the dealer with evidence of his kills in the form of the bills or feet of the crows shot. The statement forms will be supplied to dealers and contestants upon request.

The contest will be open from January 1 to December 31, 1919.

As France and Belgium and England must continue to live in close proximity to Germany and Austria, we believe they are the ones to impose the peace terms and conditions that will prevent a repetition of another world war. They have suffered and they know as no one else possibly can understand. America fought for three years with words and high-sounding phrases and platitudes, and we know the result, and our suffering and loss is not to be considered in comparison to theirs.

Some of the social revolutionists at Seattle attempt to justify their actions by claiming that they were following "to their logical conclusions" the advice that has been given them from time to time by officials and employes of the Department of Labor. Perhaps, as a people, we have not given the close attention we should have to the advice that has been passed out under this guise.

We commend to our readers an article in the February issue of the North American Review, "Germany's Pose for an Advantageous Peace," written by David Jayne Hill, former ambassador to Germany, and Minister to Switzerland and the Netherlands, and former Assistant Secretary of State. Read this article and you will then believe that perhaps Foch and France are in a better position to know what should be done to safeguard their own lives and property than those who do not live in daily terror of the Boche.

Reduced to its lowest terms, diplomacy is just plain good horse sense.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.

OFFICIAL ORGAN OF THE WESTERN TRADE

VOL. XIV MARCH, 1919 NUMBER 3

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN : : : : Editor and Manager
R. L. SHEARMAN : : : : Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 8, 1879.

Copyrighted by the HARDWARE WORLD, 1919.
All Rights Reserved.

OFFICES

Boatmen's Bank Bld., St. Louis.	Ellsworth Bldg. Chicago.	70 Fifth Ave. New York.
Phelan Bldg., San Francisco.	388 Taylor St. Corner 10th	817 I. N. Van Nuy Bldg., Los Angeles.
507 Pioneer Bldg., Seattle.	Portland, Ore.	204 Scott Bldg. Salt Lake.

220 Pacific Bldg., Vancouver, B. C., Canada.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—			38 S. & W.			3 dra. x 1 1/4 oz., 24 grs. x		
Blank Rim Fire—			38 S. & W. Special.			1 1/4 oz. drop shot		
Black Smkls.			38 Winchester			3 1/4 dra. x 1 1/4 oz., 26 grs.		
Semi-Smkls.			41 Colts Short DA.			3 1/4 oz., drop shot		
22 Short	15	...	41 Colts Long DA.			3 1/4 dra. x 1 1/4 oz., BB shot,		
22 Short	85	...	44 Bull Dog			drop shot		
22 S. & W.	55	...	44 S. & W. Amer.			3 1/4 dra. x Buck shot, drop		
22 S. & W.	70	...	44 S. & W. Rus.			shot		
22 Long Colt.	1.20	...	44 S. & W. Special.			16 2 1/4 dra. x 1/2 oz., 22 grs. x		
44 W. O. F.	1.50	...	44 Webley			1/2 oz., drop shot		
Shot Rim Fire—			44 Winchester			2 1/4 dra. x 1/2 oz., BB shot,		
22 Long	55	.60	45 Colts			drop shot		
22 Long	1.05	...	45 Colts Auto.			20 2 1/4 dra. x 1/2 oz., 18 grs. x		
Shot Center Fire—			Center Fire Military			1/2 oz., drop shot		
22 S. & W.	95	...	and Sporting—			Peters' Ideal and Premier, Win-		
22 W. O. F.	1.30	...	22 Savage			chester Leader or Remington		
22 S. & W.	1.15	...	250-8000 Savage.			U. M. C. Arrow—		
22 W. O. F.	1.50	...	25-21 Stevens.			12 3 1/4 dra. x 1 1/4 oz., 26 grs. x		
44 W. O. F.	1.50	1.75	25-25 Stevens			1 1/4 oz., chilled shot		
44 X. L.	1.60	1.80	25-35 Winchester			3 1/4 dra. x 1 1/4 oz., 28 grs. x		
44 Game Getter	1.50	1.60	25-35 Short Range			1 1/4 oz., chilled shot		
Rim Fire, Ball—			25-35 Marlin			16 2 1/4 dra. x 1/2 oz., 22 grs. x		
BB Caps	35	.35	25 Remington Rimless			1/2 oz., chilled shot		
CB Caps	45	.45	6 MM U. S. N.			20 2 1/4 dra. x 1/2 oz., chilled		
22 Short	25	.30	7 MM Special Mauser			shot		
22 Short H. P.	35	.35	7.65 MM Bel Mauser			2 1/4 dra. x 1/2 oz., chilled shot		
22 Long	35	.40	8 MM Mauser			Trap Loads—		
22 Long H. P.	40	.45	9 MM Mauser			12 3 dra. x 1 1/4 oz., 7 1/2 chilled		
22 Long Rifle	40	.45	30-30 Winchester			3 1/4 dra. x 1 1/4 oz., 7 1/2 chilled		
22 Long Rifle H. P.	45	.45	30 Remington Rimless			Black Powder and Semi-Smokeless		
22 W. R. F.	50	.55	30 Government Rimless			Loads—		
22 W. R. F., H. P.	55	.60	303 Savage			12 3 1/4 dra. x 1 1/4 oz., drop shot		
22 Win. Auto.	55	.60	32 Remington Rimless			Caps and Primers—		
22 Win. Auto, H. P.	60	.60	32-40 Winchester			Percussion		
25 Short Stevens	60	...	32-40 Winchester HV			Musket Caps		
25 Stevens	80	...	32 Winchester SM, Ldg.			Primers, 100 in box		
25 Short	60	...	32 Winchester Special			Primers, 250 in box		
25 Long	70	...	32 Winchester			Empty Paper Shells—Black Pow.		
25 Short	1.00	...	35 Remington Rimless			12, 16, 20, Ga. per 100		
25 Long	1.00	...	35 Winchester			10 Ga. per 100		
41 Short	1.05	...	35 Winchester SM, Ldg.			For Smokeless Powder, Repeater or		
Center Fire Pistol—			351 Winchester SM, Ldg.			Nitro Club Target and High		
22 Win. SS	1.30	1.50	38-55 Winchester Lead.			Gun—		
25 Colts Auto.	1.35	1.55	38-55 Winchester HV			12, 16, 20, 28 Ga. per		
25-20 Single Shot.	1.55	1.75	38-55 Winchester			100		
25-20 Win.	1.35	1.60	40-60 Marlin			10 Ga. per 100		
25-20 Win HV	1.75	...	40-60 Winchester			Leader or Arrow Ideal and Fre-		
7-63 MM-Mauser	2.15	2.35	40-65 Winchester			mier		
7-65 MM-Mauser	2.15	2.35	40-70 Winchester			12, 16, 20, 28 Ga.		
9 MM-Luger	2.30	2.50	40-72 Winchester			10 Ga. per 100		
32 Colts Auto	1.35	1.55	40-82 Winchester			Empty Brass Shells—		
32 Colts Short	1.00	1.10	401 Winchester Auto.			Best Qual. 12, 16, 20,		
32 Colts Long	1.15	1.35	405 Winchester			28, Box 25		
32 Colts Police Positive	1.15	1.35	45-60 Winchester			2nd Qual. 12, 16, 20,		
32 S. & W.	1.00	1.10	45-70-405 Government			28, box 25		
32 S. & W. Long	1.15	1.35	45-75 Winchester			Wads—		
32-30 Marlin	1.40	1.60	45-90 Winchester			Cardboard, box 250		
32 Winchester	1.40	1.60	SHELLS, LOADED—			Black Edge, Reg., box		
32-20 Win HV	1.80	2.00	Peters' Target and High Gun,			250		
35 S. & W. Auto.	1.55	1.75	Winchester Repeater or Rem-			Black Edge, 1/4 in., 125		
38 Colts Auto	2.20	2.40	ington U. M. C. Nitro Club—			in box		
38 Colts Short	1.35	1.55	12 3 dra. x 1 oz., 24 grs. x 1			Black Edge, 1/4 in., 250		
38 Colts Long	1.30	1.50	oz., drop shot			in box		
38 Colts Police Positive	1.35	1.55						

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.75 each; No. 30, 4 1/2 White, \$3.75 each; No. 231, 3 1/2 Sierra, \$3.25 ea.; No. 231, 4 Sierra, \$3.25 ea.; No. 231, 4 1/2 Sierra, \$3.25 ea.; Railroad, No. 30, B. Waite, \$4.00 each; No. 30 B, 5 1/2 White, \$4.00 each; No. 233, 5 Sierra, \$3.50 each; No. 233, 5 1/2 Sierra, \$3.50 each. Ship, No. 44, 4 White, \$4.25 each; No. 44, 4 1/2 White, \$4.25 each; No. 44, 4 1/2 White, \$4.50 each; No. 45, 4 1/2 White, \$5.00 each; No. 45, 5 White, \$5.00 each; No. 235, 4 Sierra, \$3.75 each; No. 235, 4 1/2 Sierra, \$3.75 each.

ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 c lb.; 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Chip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 c lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 3 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/2-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack \$6.00

AUGERS—Greenlee Carpenters Nut, No. 57.

Size	1/2	3/4	1	1 1/4
Each	\$1.00	\$1.00	\$1.15	\$1.25
Size	1 1/2	2	2 1/2	3
Each	\$2.00	\$2.25	\$2.65	\$4.00

Greenlee Ship.

	8-10	11-12	13	14	15	16
60 each	\$1.60	\$1.75	\$1.75	\$1.85	\$1.95	\$2.00
62 each	1.95	2.00	2.00	2.15	2.30	2.35
16ths	17	18	19	20	21	22
60 each	\$2.15	\$2.25	\$2.30	\$2.40	\$2.50	\$2.50
62 each	2.50	2.65	2.60	2.80	3.15	3.15
16ths	23	24	25	26	27	28
60 each	\$2.85	\$3.00	\$3.20	\$3.45	\$3.75	\$4.10
62 each	3.50	3.60	3.65	3.75	4.10	4.40
16ths	29	30	31	32		
60 each	\$4.40	\$4.70	\$5.00	\$5.25		
62 each	4.70	5.35	5.95	6.25		

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 672, \$1.65 each. Boy Scout, 655 B, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3 1/2-4 1/2, \$3.25 each;

(Continued on page 163)

RETAIL SELLING PRICES—Continued.

L. & G. ENAMELED WARE

Oval Foot Baths.		150 ..... .50		Drinking Cups.		220 2.00		Covered Bake Pans.	
0 \$1.15		250 ..... .55		08 ..... .15		222 2.50		1 \$.65	
1 1.40		350 ..... .65		09 ..... .15		2121 1.20		Round Bake Pans.	
2 1.65		450 ..... .80		010 ..... .30		2141 1.45		20 \$.40	
3 2.00		650 1.00		8 ..... .15		2161 1.75		30 ..... .45	
4 2.50		850 1.25		9 ..... .30		2181 2.00		40 ..... .50	
Coffee Biggins.		1050 1.50		10 ..... .30		2201 2.25		50 ..... .55	
0 \$.80		1250 1.75		11 ..... .35		2221 2.75		60 ..... .60	
01 ..... .85		1501 ..... .60		Pieced Cups.		Milk Kettles.		Bed or Douche Pans.	
00 ..... .95		2501 ..... .70		20 \$.15		70 \$.40		2 \$2.00	
010 1.05		3501 ..... .80		25 ..... .20		71 ..... .50		Bed Pans.	
020 1.20		4501 ..... .95		40 ..... .30		72 ..... .65		1 \$.80	
030 1.30		Covered Buckets.		Straight Cups.		73 ..... .75		Bread Pans.	
040 1.45		6501 \$1.05		0 \$.20		74 ..... .80		2 \$.35	
050 1.60		8501 1.40		6 ..... .25		75 1.05		11 ..... .35	
Coffee Boilers.		10501 1.75		120 ..... .40		81 ..... .50		12 ..... .45	
60 \$1.10		12501 2.00		Miners' Cups.		82 ..... .65		13 ..... .55	
70 1.25		Rd. Dinner Buckets.		50 \$.40		83 ..... .70		Oblong Pans.	
80 1.50		080 \$1.15		Measuring Cups.		84 1.05		08 \$.35	
90 1.80		040 1.25		10 ..... .20		51 ..... .85		04 ..... .40	
100 2.50		501 1.15		After Dinner Cups & Saucers		52 ..... .85		01 ..... .30	
601 1.25		502 1.25		10 \$.35		53 1.05		02 ..... .35	
701 1.40		503 1.50		Cups & Saucers.		54 1.25		Sponge Cake Pans.	
801 1.65		Miners' Dinner Buckets.		100 \$.35		55 1.65		200 \$.35	
901 2.10		10 \$1.60		20 ..... .35		Lipped Preserving Kettles.		Oblong Stove Pans.	
1001 2.75		Acme Dinner Buckets		400 ..... .40		14 \$.30		100 \$.45	
Fish Boilers.		140 \$1.75		Cuspidors.		16 ..... .35		200 ..... .50	
218 \$4.00		240 2.00		10 \$.45		18 ..... .40		300 ..... .65	
220 4.50		340 1.60		20 ..... .55		20 ..... .50		325 ..... .75	
222 5.00		3401 1.65		80 ..... .65		22 ..... .55		350 ..... .85	
2181 4.25		Oval Dinner Buckets		Flaring Cocoa Shaped Dippers.		24 ..... .60		400 ..... .95	
2201 4.75		14 \$1.80		161 \$.25		26 ..... .65		425 1.00	
2221 5.50		41 1.60		151 ..... .35		28 ..... .80		450 1.05	
Ham Boilers.		81 1.80		Genuine Cocoa Shaped Dippers.		30 ..... .90		475 1.15	
170 \$2.75		11 1.80		55 \$.50		32 1.05		500 1.25	
175 3.00		Oblong Dinner Buckets.		Cup Dippers.		34 1.15		550 1.45	
Milk or Rice Boilers		110 \$1.65		9 \$.25		36 1.35		Square Stove Pans.	
14 \$.95		111 1.75		10 ..... .30		38 2.00		110 \$.65	
16 1.00		112 1.85		11 ..... .35		40 2.00		111 ..... .70	
18 1.15		118 2.10		Windsor Dippers.		42 2.00		112 ..... .75	
20 1.35		Aurora Dinner Buckets.		100 \$.30		44 2.00		113 ..... .85	
22 1.50		775 \$1.65		110 ..... .30		46 2.00		114 1.00	
24 1.75		776 1.90		112 ..... .35		48 2.00		115 1.15	
26 2.00		875 1.90		114 ..... .40		50 1.00		116 1.25	
28 2.50		876 2.15		Oblong Soap Dishes.		60 1.15		118 1.40	
30 3.00		Chambers		50 \$.30		62 1.50		Square Jelly Cakes Pans.	
141 1.00		1 \$.50		Wall Soap Dishes.		80 1.75		99 \$.30	
161 1.10		1 1/2 ..... .85		060 ..... .20		90 2.00		100 ..... .85	
181 1.25		2 ..... .75		Sink Drainers.		92 2.25		90 ..... .35	
201 1.40		3 ..... .85		7 \$.50		94 2.50		Jelly Cake Pans.	
221 1.65		Chamber Covers		40 ..... .40		180 1.25		8 \$.25	
241 1.90		1 \$.25		Oblong Soap Dishes.		170 1.45		9 ..... .25	
261 2.15		1 1/2 ..... .30		50 \$.30		180 1.65		10 ..... .30	
281 2.75		2 ..... .35		Sink Drainers.		190 2.00		11 ..... .35	
301 3.50		3 ..... .40		7 \$.50		Deep Ladles.		12 ..... .35	
32 1.05		Oolanders.		40 ..... .40		90 \$.20		13 ..... .35	
32 1/2 1.15		1 \$.50		Coffee Flasks.		100 ..... .25		14 ..... .35	
35 1.30		2 ..... .60		10 \$.50		110 ..... .25		15 ..... .35	
35 1/2 1.35		3 ..... .75		Round Coffee Flasks.		120 ..... .30		16 ..... .35	
34 1.50		104 ..... .50		110 \$.65		91 ..... .25		Oval Dish Pans.	
36 2.00		205 ..... .60		210 ..... .75		101 ..... .35		15 \$1.50	
38 2.50		306 ..... .70		Pieced Funnels.		111 ..... .80		18 1.75	
40 3.00		407 ..... .85		01 \$.30		121 ..... .35		22 2.00	
52 1.05		Child's Commodes.		02 ..... .30		Soup Ladles.		Dish Pans.	
52 1/2 1.15		1 \$.45		03 ..... .35		29 \$.20		80 \$.95	
55 1.30		Covered Commodes.		04 ..... .40		30 ..... .25		100 1.00	
55 1/2 1.35		5 \$1.50		05 ..... .45		32 ..... .30		140 1.15	
54 1.60		Odorless Commodes.		06 ..... .55		38 ..... .35		170 1.35	
56 2.00		6 \$1.65		08 ..... .65		40 ..... .40		210 1.55	
58 2.50		Combinets.		Fruit Jar Fillers.		011 \$.45		300 2.35	
58 1/2 1.25		40 \$2.35		20 \$.25		Standard Measures.		400 2.50	
58 1/4 1.25		Pot Covers.		Berlin Kettles.		01 \$.25		101 ..... .95	
58 1/2 1.35		4 \$.15		02 \$.55		02 ..... .30		141 1.05	
54 1/2 1.65		4 1/2 ..... .15		03 ..... .65		03 ..... .40		171 1.25	
56 1/2 2.15		5 ..... .15		04 ..... .75		04 ..... .50		Rinsing Pans.	
58 1/2 2.75		5 1/2 ..... .15		05 ..... .85		05 ..... .65		08 \$.85	
Smia. Bowls		6 ..... .20		06 ..... .90		06 ..... .95		010 ..... .95	
9-10 \$.30		7 ..... .25		08 1.15		Jelly Moulds.		012 1.00	
12-14 ..... .35		7 1/2 ..... .25		010 1.25		080 \$.25		014 1.05	
16 ..... .80		8 ..... .35		012 1.65		Children's Mugs.		017 1.25	
18 ..... .95		8 1/2 ..... .35		021 ..... .65		3 \$.20		Lipped Fry Pans.	
20 ..... .40		9 ..... .30		031 ..... .75		5 ..... .35		80 \$.30	
22 ..... .45		9 1/2 ..... .30		041 ..... .90		Chamber Pails.		81 ..... .35	
24 ..... .50		10 ..... .35		051 1.00		1 \$1.40		82 ..... .40	
26 ..... .60		10 1/2 ..... .35		061 1.15		2 1.50		83 ..... .45	
28 ..... .70		11 ..... .35		081 1.40		3 1.75		84 ..... .50	
Soup Bowls		12 ..... .40		0101 1.65		4 2.00		85 ..... .60	
26 \$.35		12 1/2 ..... .45		0121 1.85		25 2.15		86 ..... .65	
28 ..... .40		13 ..... .50		Convex Kettles.		30 2.35		National Fry Pans.	
30 ..... .45		13 1/2 ..... .50		212 \$1.05		Water Pails.		49 \$.30	
32 ..... .50		14 ..... .55		214 1.25		110 \$1.15		50 ..... .35	
34 ..... .60		14 1/2 ..... .60		216 1.50		112 1.35		51 ..... .45	
36 ..... .70		15 1.00		218 1.75		114 1.60		52 ..... .50	
Covered Buckets		15 1/2 1.80				116 1.85		53 ..... .55	
19 \$.85								54 ..... .65	
21 ..... .40									
21 1/2 ..... .45									
23 ..... .50									
23 1/2 ..... .60									
24 ..... .70									
26 ..... .85									
28 1.00									
30 1.25									
32 1.50									

RETAIL SELLING PRICES—Continued

5570	Lipped Sauce Pans.	58 Soup Plates.	1450 1.80	218 6.00
56 ..... .75	9 ..... .25	59 ..... .30	1850 1.90	224 7.50
Muffin Pans.	10 ..... .30	60 ..... .35	1850 2.35	236 9.00
406 ..... .45	12 ..... .35	2 1/2 Coffee Pots.	Berlin Sauce Pots.	312 9.00
408 ..... .55	14 ..... .35	8 ..... .60	02 ..... .55	318 12.00
409 ..... .65	16 ..... .40	8 ..... .65	03 ..... .65	324 15.00
412 ..... .75	18 ..... .45	8 ..... .75	04 ..... .75	336 18.00
Corn Cake Pans.	20 ..... .50	8 ..... .85	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .55	15 ..... .90	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	25 ..... .95	08 1.15	14 2.00
709 ..... .75	26 ..... .65	35 1.00	010 1.40	17 2.25
712 ..... .85	28 ..... .70	45 1.05	012 1.65	21 2.75
Milk Pans.	30 ..... .75	55 1.05	021 ..... .65	101 2.00
00 ..... .30	Straight Sauce Pans.	21 1/2 ..... .55	031 ..... .75	141 2.25
0 ..... .20	250 ..... .55	31 ..... .60	041 ..... .90	171 2.75
11 ..... .25	350 ..... .65	51 ..... .65	051 1.00	211 3.25
15 ..... .25	450 ..... .80	151 ..... .75	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	251 ..... .85	081 1.35	Roasters.
30 ..... .35	Shallow Stew Pans.	351 ..... .90	0101 1.55	150 \$2.50
40 ..... .40	3 ..... .30	451 1.00	0121 1.85	180 2.25
50 ..... .45	4 ..... .35	551 1.15	Convex Sauce Pots.	300 4.50
60 ..... .50	5 ..... .40	05 ..... .90	212 \$1.05	Grocers' Scoops.
80 ..... .55	6 ..... .50	015 1.00	214 1.25	2 ..... .40
100 ..... .70	Deep Stew Pans.	025 1.15	216 1.50	3 ..... .50
120 ..... .85	14 ..... .35	035 1.20	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	045 1.25	220 2.00	5 ..... .65
50 ..... .25	18 ..... .40	055 1.50	222 2.50	20 ..... .55
100 ..... .35	20 ..... .45	051 1.00	2121 1.30	30 ..... .65
150 ..... .50	22 ..... .50	0151 1.05	2141 1.40	40 ..... .85
200 ..... .60	Molasses Pitchers.	0251 1.15	2161 1.75	50 1.00
300 ..... .75	601 ..... .55	0351 1.30	2181 2.00	Flat Skimmers.
400 ..... .85	Convex Water	0451 1.40	2201 2.25	9 \$.20
500 ..... .90	Pitchers.	0551 1.55	2221 2.75	10 ..... .20
600 ..... .95	401 ..... .60	00 Tea Pots.	Oval Sauce Pots.	11 ..... .25
800 ..... .95	402 ..... .65	01 ..... .55	2 \$2.00	12 ..... .25
1000 ..... .70	403 ..... .75	0 ..... .55	3 2.25	13 ..... .25
Pan Pans.	404 ..... .85	10 ..... .70	4 2.50	Spittoons.
1 ..... .50	405 ..... .90	20 ..... .80	30 2.25	300 \$.85
2 ..... .55	406 1.00	30 ..... .85	40 2.50	300 1.10
3 ..... .65	Water Pitchers.	40 ..... .95	50 2.75	Club Spittoons.
30 ..... .75	5 \$1.00	50 1.05	Straight Sauce Pots.	100 \$1.25
Berlin Sauce Pans.	10 1.15	001 ..... .60	014 ..... .50	Hotel Spittoons.
02 ..... .55	20 1.25	011 ..... .65	016 ..... .65	150 \$2.50
03 ..... .65	0 ..... .70	01 1/2 ..... .70	018 ..... .70	Basting Spoons.
04 ..... .75	1 ..... .75	101 ..... .80	020 ..... .85	10 \$.15
05 ..... .85	2 ..... .90	201 ..... .85	022 1.00	12 ..... .20
06 ..... .95	3 1.05	301 ..... .95	024 1.25	13 ..... .20
08 1.15	4 1.20	401 1.05	026 1.50	14 ..... .20
010 1.35	6 2.00	501 1.15	028 2.00	15 ..... .20
012 1.65	Pitchers & Bowls.	1000 ..... .95	030 2.25	16 ..... .25
021 ..... .85	100 \$1.55	1010 1.00	032 2.50	Steamers.
031 ..... .75	200 1.75	1020 1.15	80 1.25	7 \$1.15
041 ..... .90	Dinner Plates.	1030 1.25	100 1.50	8 1.25
051 1.00	19 ..... .35	1040 1.40	120 1.75	9 1.50
061 1.15	20 ..... .30	1050 1.55	160 2.25	Tea Steepers.
081 1.40	21 ..... .35	2000 1.00	200 2.75	2 \$.50
0101 1.65	Pie Plates.	2010 1.10	801 1.40	3 ..... .55
0121 1.85	27 ..... .20	2020 1.20	1001 1.75	Handy Strainers.
Comb. Dbl. Sauce	28 ..... .20	2030 1.35	1201 2.00	140 \$.15
Pans.	29 ..... .25	2040 1.45	1601 2.50	Gravy Strainers.
1 \$1.50	30 ..... .30	2050 1.65	2001 3.00	2 \$.35
11 1.75	31 ..... .35	Fireless Cooker Pots	Covered Stove Pots.	Jelly Strainers.
Comb. Triple Sauce	32 ..... .35	420 ..... .85	705 \$1.25	20 \$.30
Pans.	33 ..... .35	620 1.15	707 1.50	Oake Turners.
10 \$2.25	34 ..... .35	820 1.40	708 2.00	13 \$.15
101 2.50	41 ..... .35	1420 1.35	709 2.50	14 ..... .20
Sauce Pans.	Lebanon Pie Plates.	1620 1.60	7061 1.50	Female Urinals.
162 ..... .55	47 ..... .35	1820 1.90	7071 1.75	1 \$2.00
163 ..... .60	48 ..... .35	450 1.15	7081 2.25	Male Urinals.
164 ..... .70	49 ..... .30	650 1.55	7091 2.75	2 \$1.85
	50 ..... .30	850 1.85	Soup Stock Pots.	
			212 \$4.50	

(Continued from page 161)

Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/2-4 1/2, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3 1/2-4 1/2, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3 1/2-4 1/2, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3 1/2-4 1/2, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3 1/2-4 1/2, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/2-4 1/2, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-F, \$2.50 each.

BABBIT—Frictionless, 35c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nicked, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—1/2 x 18, 55c each; Goose Neck No. 3659, 1/2 x 24, 85c each; Goose Neck No. 3662, 1/2 x 24, \$1.00 each; Straight Chisel No. 14, 1/2 x 15, 65c each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662, \$3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2-inch Rough, \$1.00 each; 1/4-inch, \$1.25 each; 1/2-inch, \$1.75 each; 1-inch, \$2.55 each.
 112—1/2-inch Finished, \$1.25 each; 1/4-inch, \$1.50 each; 1/2-inch, \$2.25 each; 1-inch, \$4.25 each.
 0112—1/2-inch Nickel-plated, \$1.50 each; 1/4-inch, \$1.75 each; 1/2-inch, \$2.50 each; 1-inch, \$4.50 each.
 Hose 1113—1/2-inch Rough, \$1.10 each; 1/4-inch, \$1.40 each; 1/2-inch, \$1.90 each; 1-inch, \$4.00 each; 1 1/4-inch, \$7.50 each; 1 1/2-inch, \$10.00 each.
 113—1/2-inch Finished, \$1.60 each; 1/4-inch, \$1.85 each; 1/2-inch, \$2.40 each; 1-inch, \$4.50 each.
 0113—1/2-inch Nickel plated, \$1.60 each; 1/4-inch, \$1.85 each; 1/2-inch, \$2.75 each.

BITS—Auger

Size 18ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
81—List.								
Dos.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
81—Sell.								
Each.	.50	.45	.50	.60	.75	.90	1.10	1.25
100—List.								
Dos.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each.	.65	.55	.65	.65	.85	1.00	1.25	1.40
101—List.								
Dos.	...	5.00	6.00	7.00	8.25	...	...	...
101—Sell.								
Each.	...	.55	.65	.75	.85	...	...	...

RETAIL SELLING PRICES—Continued

BITS—Auger—Continued.

Size 16ths.	3	4-6	7	8	9	10	11-12	12-14
35—List.								
Dos.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each.	.40	.85	.40	.45	.50	.55	.60	.70
Size 16ths.	15-16 17-18 20 22 24							
35—List.								
Dos.			0.00	10.50	12.00	13.50	15.00	15.00
35—Sell.								
Each.			.80	.90	1.00	1.15	1.30	1.30
Size 16ths.	4-6	7	8	9	10	11	12	13
47—List.								
Dos.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each.	.70	.75	.85	.95	1.05	1.15	1.25	1.35
Size 16ths.	14 15 16							
47—List.								
Dos.					19.00	20.50	22.00	
47—Sell.								
Each.					1.20	1.30	1.40	
Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Dos.	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50
53—Sell.								
Each.	1.85	1.50	1.65	1.80	1.90	1.95	2.25	2.45

Solid Center, in Sets—11 1/4, \$1.05 set; 15, \$3.85 set; 20, \$6.00 set; 25, \$8.50 set; 35C, \$8.50 set.
 Irwin, in Sets—53, \$4.75 set; 55, \$7.00 set; 55C, \$7.00 set; Russell Jennings, in Sets—4520 1/2, \$7.00 set; 4532 1/2, 4532 1/2 C, \$10.00 set; 4720 1/2, \$7.00.

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 80c each; No. 7, 25c each.

BELLS—2 1/4-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BEVELS—Sliding T—No. 18: 6-in., 95c; 8-in., \$1.20; 10-in., \$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; 14-in., 75c.

BLOCKS—Wood Tackle.

	Com.	Com.	Pat.	Pat.	Pat.
	Sngl.	Dbi.	Triple	Sngl.	Dbi.
3-inch.	.80	\$1.45	\$1.90	\$1.20	\$2.20
4-inch.	.95	1.75	2.35	1.80	2.50
5-inch.	1.00	1.90	2.50	1.40	2.80
6-inch.	1.20	2.20	3.20	1.65	3.15
7-inch.	1.45	2.65	3.85	1.65	3.65
8-inch.	1.80	3.10	4.65	2.50	4.50
10-inch.	3.00	4.90	6.85	3.85	6.80
12-inch.	4.85	8.25	11.70	5.80	10.00

BLOCKS—Steel Tackle

Size	Single	Double
3-inch.	\$.90	\$1.50
4-inch.	1.00	1.90
5-inch.	1.10	2.10
6-inch.	1.30	2.40
8-inch.	2.50	4.35
10-inch.	4.20	7.00

BLOCKS—Wood Snatch.

6-inch.	\$3.00
8-inch.	4.35
10-inch.	6.35
12-inch.	7.50

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.25 each; No. 20, Springer, 54x13", no sleeve board, \$3.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.85 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5 1/2 foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—

Paper Lined—No. 45—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36, \$2.15 each; 32x42, \$2.75 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each.

Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 33x33, \$3.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.40 each; 26x32, \$2.45 each; 28x34, \$2.75 each; 30x38, \$3.25 each; 32x42, \$3.75 each.

BOARDS, WASH—Toy No. 815, .25c each; Single Zinc No. 820, 50c each; 980, 55c each; 983, 55c each; Double Zinc No. 984, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 75c each.

BOLTS—

	Contractors.	Retail, by doz.
Carriage—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Machine—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Stove Bolts, 80% off List.		
Stud	Plus 80%	Plus 50%

BOLTS—

Common Carriage—	3-16 & 1/4-in.	5-16-in.	1/2-in.	3/4-in.
Dos.	100	Dos. 100	Dos. 100	Dos. 100
1-1 1/4	.20	1.00	.25	1.40
2	.20	1.10	.25	1.52
2 1/2	.20	1.20	.30	1.64
3	.20	1.30	.30	1.76
3 1/2	.25	1.40	.30	1.88
4	.25	1.50	.30	2.00
4 1/2	.25	1.60	.35	2.12
5	.25	1.70	.35	2.24
5 1/2	.30	1.80	.40	2.36
6	.30	1.90	.40	2.48
6 1/2	.35	2.15	.45	2.80
7	.35	2.40	.45	3.11
7 1/2	.40	2.75	.50	3.44
8	.40	3.05	.50	3.87
8 1/2			.55	4.21
9			.55	4.54
9 1/2			.60	4.88
10			.60	5.21

BOLTS—

Machine Square Head and Nut—

	1/4-in.	5-16-in.	1/2-in.	3/4-in.
Dos.	100	Dos. 100	Dos. 100	Dos. 100
1-1 1/4	.25	1.70	.30	2.00
		1/4-in.	1/2-in.	3/4-in.
		.60	3.63	.80
2	.25	1.78	.35	2.56
		1/4-in.	1/2-in.	3/4-in.
		.65	3.78	.85
2 1/2	.30	1.86	.35	2.24
		1/4-in.	1/2-in.	3/4-in.
		.70	4.10	.90
3	.30	1.94	.35	2.36
		1/4-in.	1/2-in.	3/4-in.
		.70	4.47	.95
3 1/2	.30	2.02	.40	2.48
		1/4-in.	1/2-in.	3/4-in.
		.75	4.78	1.05
4	.30	2.10	.40	2.60
		1/4-in.	1/2-in.	3/4-in.
		.80	5.00	1.10
4 1/2	.35	2.20	.45	2.75
		1/4-in.	1/2-in.	3/4-in.
		.85	5.26	1.15
5	.35	2.30	.45	2.90
		1/4-in.	1/2-in.	3/4-in.
		.85	5.53	1.20
5 1/2	.40	2.39	.50	3.02
		1/4-in.	1/2-in.	3/4-in.
		.90	5.80	1.25
6	.40	2.47	.50	3.14
		1/4-in.	1/2-in.	3/4-in.
		.95	6.06	1.30
6 1/2			.55	3.27
		1/4-in.	1/2-in.	3/4-in.
		1.00	6.33	1.40
7			.55	3.39
		1/4-in.	1/2-in.	3/4-in.
		1.00	6.59	1.45
8			.60	3.63
		1/4-in.	1/2-in.	3/4-in.
		1.10	7.12	1.60
9			.75	4.90
		1/4-in.	1/2-in.	3/4-in.
		1.15	7.65	1.75
10			.80	5.23
		1/4-in.	1/2-in.	3/4-in.
		1.20	8.18	1.85
11			.85	5.55
		1/4-in.	1/2-in.	3/4-in.
		1.30	8.71	1.95
12			.90	5.87
		1/4-in.	1/2-in.	3/4-in.
		1.40	9.24	2.05
13			.95	6.11
		1/4-in.	1/2-in.	3/4-in.
		1.50	9.77	2.20
14			1.00	6.39
		1/4-in.	1/2-in.	3/4-in.
		1.60	10.80	2.30
15			1.10	6.83
		1/4-in.	1/2-in.	3/4-in.
		1.70	11.83	2.40
16			1.15	7.06
		1/4-in.	1/2-in.	3/4-in.
		1.75	12.86	2.50

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum.

	Thermos.	Universal.
10	\$1.75	61 \$1.75
10q	2.75	62 2.75
11	2.00	21 2.00
11q	2.25	22 2.25
14	2.25	71 2.25
14q	2.50	72 2.50
15	2.75	91 2.00
15q	2.00	92 4.50
6	4.50	81 3.25
6q	3.25	82 5.00
6q	5.00	

Fillers—Thermos and Universal.

	Thermos.	Universal.
1/2 Pint		\$1.25
1 Pint		1.50
1 Quart		2.50
Lunch Kits—		
391 and 395	\$3.00	310 \$3.25
392 and 396	3.25	410 3.50
393 and 397	3.50	510 3.75
394 and 398	4.25	

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	\$.20	3x 4	\$.35
4x 5	.25	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	2.25	N.P. & O.C. same as B.P.	

BRACES—

P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 3308, \$1.85 each; 3310, \$2.00 each; 3708, \$2.40 each; 3710, \$2.50 each; 3712, \$2.60 each; 4608, \$3.00 each; 4610, \$3.25 each; 4612, \$3.50 each; 5008, \$3.85 each; 5010, \$4.10 each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.35 each; 8210, \$5.50 each; 8212, \$5.75 each.
--

BOXES—Mitre—

Goodell—	Each	Stanley—	Each
255	19.90	50 1/2	10.50
305	20.00	246	22.00
306	22.00	358	25.00
		460	30.00
Langdon—		Star—	
72	19.50	40	3.75
73	20.50	41	4.25
74	22.00	Stearns' Perfection—	
75	24.00	20	3.25

BRADS—Wire	Bulk per lb.	1/2-lb. pkgs.	1/4-lb. pkgs.
1/2 and 3/4 inch	\$.30	\$.15	\$.10
3/4 to 1 1/2 inch	.20	.15	.10
1 1/2 to 2 inch	.15	.15	.10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—						
40	Dos.	1 1/2	2	2 1/2	3	3 1/2
1040	Dos.	.25	.30	.35	.45	.50
		.95	1.20	1.40	1.75	2.10
					2.50	4.00

BROOMS—

No. or Brand	Each	No. or Brand	Each
0 Toy	\$.20	Pima	1.50
00 Toy	.80	Navajo	1.80
Astee	.90	Warehouse	1.85
Cortez	1.10	10	1.45
Verde	1.25	229	.65
Union	1.15	230	.90
Apache	1.25		

	Push or	Street	
114 B	1.25	252	1.85
116 B	1.40	253	1.50
120	1.00	254	1.75
121	1.15	256	.85
122	1.85	258	1.40
123	2.00	260	1.65

BRUSHES—

	Castling		
3	.60	14	1.15
5 1/2	.60	16	1.30
7	.65	112	1.50
10	.80	114	1.70
15	.65	116	2.00
		214	1.25
Counter or Dusting		216	1.85
15	.70	218	2.10
17	.90	220	2.40
20	1.00	224	3.00
7	1.75	312	1.30
		314	1.60
Floor or Garage		316	1.85
13	.90	614	4.00

616	4.75	Scrub	
618	6.00	Alligator	.40
		Bird	.45
		Boston	.35
Daisy	.05	Oat	.30
Windsor	.10	Cruiser	.40
		Duck	.35
		Gam	.30
Collie	.95	Goose	.35
Hound	.70	Hub	.35
Mastiff	.65	Monitor	.40
Pointer	.50	Mouse	.30
Spaniel	.85	Rat	.35
St. Bernard	.90	501	.35
Sheep Fly	.45	510	.30
Wolf	.70	512	.30
72	.40	601	.35
73 P	.55	604	.60
800	.70		

240	5.50	00	Shoe	.30
310	1.75	2		.30
		14		.40
		21		.35
		22		.35
		23		.35
		24		.35
		214		.75
		608		.50

			Sink	
			Magie	.15
			Owl	.15
			1 Pot (0)	.05
			01 Wire	.15

			Shaving	
151	2 1/2	.35		
3	3 1/2	.35		
8 1/2	.45			
4	.60	124		.65
155	3	125		.80
3 1/2	.50	126		.85
4	.65	221		.90
4 1/2	.85	222		.90
159	2 1/2	250		1.25
3	1.00	252		.40
8 1/2	.55	253		2.75
3 1/2	.65	260		2.00
4	.85	275		.35
165	3	310		.35
3 1/2	.95	349		.35
4	1.35	350		.35
4 1/2	1.60	357		.90
228	3 1/2	371		1.00
4	1.75	491		1.00
4 1/2	1.85	492		1.10
	2.65	493		1.85

			Roofing	
401	1.40			
404	1.65			

			Sash	
20	2	.30		
4	.30			
6	.35			
8	.35			

			Stencil	
408	4	.35		
6	.30			
8	.40			
10	.50			

			Window	
00	.75			
3	.60	1512, Squeegee		.35
7	.85	1514, Squeegee		.40
1510, Squeegee	.80	1516, Squeegee		.75

			BUCKETS—	
			Common Galv.	Each
8	.40			
10	.50			
12	.60			
14	.65			
16	.75			

			Well Galv.	Each
00	1.60			
02	1.85			
03	2.25			

			Garbage Galv.	Each
00	1.60			
02	1.85			
03	2.25			

			Short ear	.85
			Strap ear	.90

			CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00.
			Oil Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

			UANTHOOKS—Maple Handle, 2 1/2 x 4 1/2, each, \$2.35.
			CAPS—Roofing. Per lb., 20c.

			CARBORUNDUM—Grain, per lb., bulk, 50c.
			CATCHES—

			Cupboard	
No. or Brand	Each	No. or Brand	Each	
024	.15	4112, SR, SHA, KF, E	.15	
4002, R, EA, HA	.18	8002, EA, SHA, E	.35	
4002, SR, SHA, KF, E	.15	9400, R, EA	.55	
4112, R, EA, H, A	.15	9400, SHA, E	.60	

			Elbow	
10	.05	15		.30
12	.10	18		.05

			Forge	
85 F	.05	12 F		.30
11 F	.10			

			French Window	
2108	.10			
4102, R, EA, HA	.15	4102, SR, SHA, KF, E		.15

RETAIL SELLING PRICES—Continued.

CATCHES—Continued.

Friction Cabinet		Friction Cabinet	
01820 1/4, EA	.15	01820 1/4, SHA, E	.20
Screen			
21	.30	E 25	.30
J 25	.25	E 25	.30
Show Case			
1	.25	24	.45
Transom			
2978 1/4	.65	4442 1/4, SH, KF, E	.35
4433, E, EA, KF	.20	4633, E, EA	.50
4433, SHA, E	.25	4633, SHA, KF, E	.60
4433 1/4, E, EA, KF	.30	8433, EA	.75
4433 1/4, SHA, E	.25	8433, E	.80
4433 1/4, R, EA	.30	8433 1/4, EA	.75
4433 1/4, SHA, KF	.35	8433 1/4, SHA, E	.80
4442, E, EA	.30	8442 1/4, EA	.60
4442, SHA, KF, E	.35	8442 1/4, SHA, E	.65
4442 1/4, E, EA	.30		

CHAINS—Tire.

Size	Pair	Size	Pair
8 x80	\$5.65	5 x86	16.75
3 1/2 x80	6.25	6 x86	17.25
3 1/2 x82	6.90	3 1/2 x86	18.50
4 x81	7.50	4 x84	18.50
4 x82	7.50	4 x86	19.75
4 x83	8.20	5 x86	21.00
4 x84	8.65	6 x86	25.00
4 x86	9.30	6 x40	26.00
4 1/2 x83	9.00	6 x42	27.00
4 1/2 x84	9.30		
4 1/2 x85	10.00	Weed Cross Chains	
4 1/2 x86	10.00	8	.07
5 x85	11.20	3 1/2	.10
		4	.11
		4 1/2	.12
		5	.15

Bid-O-Skid

8 x80	8.75		
3 1/2 x80	4.00		
3 1/2 x82	4.15		
4 x81	4.45		
4 x82	4.50		
4 x83	4.65		
4 x84	4.80		
Single Solid Truck		Dual	
3 1/2 x82	\$9.50	4	37.00
4 x84	12.50	5	43.00
4 x86	18.50	6	46.75

CHAIN—German Straight Link (coil)—

6-0, 18c ft.; 5-0, 18c ft.; 4-0, 12c ft.; 3-0, 11c ft.; 2-0, 10c ft.; 0, 9c ft.; 1, 8c ft.; 2, 7 1/2c ft.	
Norway Straight Link (coil)—1/4, 25c lb.; 1/2, 35c lb.; 3/4, 50c lb.	
Passing Link (coil)—4-0, 18c ft.; 3-0, 12c ft.; 2-0, 11c ft.	
Proof Straight Link (coil)—3-16 black, 20c lb.; 1/4, 25c lb.; 5-16, 22c lb.; 3/4, 20c lb.; 7-16, 20c lb.; 1/2, 18c lb.; 1/4, 18c lb.	
Proof Twisted Link (coil)—3-16 black, 25c lb.; 1/4, 28c lb.; 5-16, 24c lb.; 3/4, 23c lb.; 7-16, 22c lb.	
B. B. Proof Straight Link (coil)—5-16, 25c lb.; 1/4, 22c lb.; 1/2, 20c lb.; 3/4, 20c lb.	
Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft.	
Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12 1/2c yd.; 8 Iron, 15c yd.; 6 Iron, 20c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 20c yd.; 112 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd.	
Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.	
Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 35c ft.; 02P Steel Plain, 3 1/2c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.	
Sash Chain Fasteners—12, Set U., 15c set; 100, Set OB, 25c set.	

CHALK—Carpenters, per piece, 3 1/4s. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 6c; size 220, 5c; size 320, 5c. 50-ft. bal size 150, each 10c; size 350, each 10c; size 550, each 10c.

CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-13, \$6.30; D-14, \$7.55; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—P. S. and W., Butt No. 170, 1/4-inch, 75c each; 1-inch, 85c each; 1 1/4-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W., Corner, No. 165, 1/4-inch, \$2.75 each; 1/2-inch, \$3.00 each; 1-inch, \$3.25 each; 1 1/4-inch, \$3.50 each; 1 1/2-inch, \$3.75 each; 2-inch, \$4.00 each. P. S. and W., Firmer, No. 100 Plain, 1/4-inch, 60c each; 1-inch, 65c each; 1 1/4-inch, 70c each; 1 1/2-inch, 75c each; 1 3/4-inch, \$1.05 each; 2-inch, \$1.15 each. 15 Beveled, 1/4-inch, 75c each; 1/2-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.05 each; 2-inch, \$1.15 each. P. S. and W., Firmer (sets)—No. 116, 6, 1/4 to 2 Plain, \$5.50 set; 112, 12, 1/4 to 2 Plain, \$10.50 set; 106, 6, 1/4 to 2 Bevel, \$8.50 set; 132, 12, 1/4 to 2 Bevel, \$18.00 set.

P. S. and W., Framing—No. 80, 1/4, 1/2-inch, 85c each; 1/2-inch, 90c each; 3/4-inch, \$1.00 each; 1-inch, \$1.05 each; 1 1/4-inch, \$1.15 each; 1 1/2-inch, \$1.25 each; 1 3/4-inch, \$1.35 each; 2-inch, \$1.50 each; 2 1/2-inch, \$1.65 each. P. S. and W., Pocket—No. 91, 1/4, 1/2-inch, 75c each; 3/4-inch, 80c each; 1-inch, 85c each; 1 1/4-inch, 90c each; 1-inch, 95c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.05 each; 1 3/4-inch, \$1.15 each; 2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2 1/2-inch, \$4.00 each; 3-inch, \$4.75 each; 3 1/2-inch, \$5.25 each; 4-inch, \$6.25 each.

CHOPPERS—Meat and Food—

Universal		Russwin	
0	\$1.85	501	1.75
1	2.25	602	2.25
2	2.75		
3	3.50		
Enterprise		0 R	\$2.25
5	\$2.50	1 R	2.75
10	4.25	2 R	3.25
		3 R	4.25

CHURNS—Barrel, No. 0, \$7.25 each; 1, \$8.50; 2, \$9.25; 3, \$10.50; 4, \$12.00; 5, \$15.00. Glass, Dasey (Churns), No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Glass, Dasey (Jars), No. 10, 45c; 20, 50c; 30, \$1.05; 40, \$1.80. Tin, without Dashers, 1 1/2-gallon, \$1.50 each; 2-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each. Dashers only, No. 40, 20c each.

CLAMPS—Carriage Makers, No. 12 (plain), 55c each; 13, 65c each; 14, 75c each; 15, 95c each; 16, \$1.25 each; 17, \$1.60 each; 18, \$2.00 each; 20, \$2.75 each; 22, \$3.00 each; 60 (Adj), 75c each; 61, \$1.00 each; 62, \$1.05 each; 63, \$2.00 each; 64 \$2.75 each; 65, \$8.50 each. Quilt Frame, No. 1, 10c each; 3, 15c each; 33, 10c each; 35, 15c each.

CLEANERS—Window—

Rubber		Wood Floor	
10-inch	.25	16-inch	.40
12-inch	.30	18-inch	.45
14-inch	.35	16-inch	.50

CLEAVISES—Malleable, 15c lb.

OLIPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c; 1/2, 15c; 3/4, 20c; 1, 30c; 1 1/4, 35c; 1 1/2, 45c.

CLIPPERS—Bolt—

New Easy		Extra Cutters	
No. 0	\$3.50	No. 0	\$2.00
No. 1	4.50	No. 1	2.25
No. 2	6.25	No. 2	2.00
No. 3	8.00	No. 3	3.75
O. K.			
10-inch	1.50		
14-inch	1.75		

CLOCKS—(ALARM)—Ace, \$3.50 each; America, \$4.50; Automatic, \$5.25; Bingo, \$3.75; Brownie, \$4.00; Circle, \$3.00; Columbia, \$3.50; Ideal, \$2.75; Indian, \$1.75; Iron Glad, \$2.65; Lookout, \$2.00; Prompter, \$3.00; Simplex, \$5.50; Sleepmeter 2, \$2.60; Sleepmeter 3, \$3.50; Startel, \$2.75; Tattoo, Jr., \$3.75; Tattoo Int., \$3.75.

CLOTH—Emery, Nos. 00 to 2 1/2, 10c straight; No. 3, 15c, 2 for 35c. Carborundum or Alorite—Nos. FF-90, 10c straight.

CLOTH WIRE—Screen, 12 M, black, 4c sq. ft.; 14 M, black, 4 1/2c sq. ft.; 16 M, black, 5 1/2c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5 1/2c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5 1/2c sq. ft.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$1.85
Per 125-lb. sack 2.25

COAL CHUTES—Hercules—

No. 1, 16x18	\$18.00	No. 5, 20x24	\$17.50
No. 2, 18x20	15.00	No. 6, 16x18	14.50
No. 3, 20x24	30.00	No. 7, 20x24	17.50
No. 4, 16x18	11.00	No. 8, 18x24	28.00

COLORES—Dry—

Lb.		In Oil	
Lamp Black	\$3.25	Black—Eng Coach lb.	\$5.50
Ivory Drop Black	.25	Ivory Drop, lb.	.40
Prussian Blue	.25	Lamp, lb.	.45
Ultra Blue	.50	Blue—Prussian 1/4 lb.	.40
Umber Raw	.15	1/4 lb.	.65
Umber Burnt	.15	1 lb.	1.25
Sienna Raw	.15	Ultra 1/4 lb.	.30
Sienna Burnt	.15	1/4 lb.	.35
Van Dyke	.18	1 lb.	.60
Chrome Green	.25	Cobalt 1 lb.	.90
Chrome Yellow	.25	Brown—24B Sienna 1	.40
Ochre Golden	.10	Umber 1 lb.	.40
Ochre Yellow	.04	Van Dyke 1 lb.	.50
Venetian	.04	Green—Chrome 1 lb.	.40
Indian Red	.15	Red—Amer Verm. lb.	.60
Eng. Verm. 1/4 lb.	1.40	Dutch Pink	.75
Eng. Verm. 1 lb.	2.80	Carmine	1.40
Tuscan	.45	Turkey	1.70
Indian	.30	Pala	1.30
Venetian	.25	Yellow—Chrome lb.	.50
Rose Pink	.60	Ochre—Golden lb.	.25
Rose Lake	1.00	Yellow, 1 lb.	.25

RETAIL SELLING PRICES—Continued.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 85c lb.
CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$2.25 hank;
7 S, \$3.00 hank; 8 S, \$3.80 hank; 10 S, \$4.50 hank;
12 S, \$5.20 hank; WP 12 S (coils), \$1.45 lb.

Phoenix (coils only)—6 C, \$1.10 lb.; 7 C, \$1.10 lb.; 8 C,
\$1.10 lb.; 10 C, \$1.10 lb.; 12 C, \$1.10 lb.; 14 C, 16 C,
WP 8 C, \$1.10 lb.
Union (hanks)—6, \$1.55 hank; 7, \$1.90 hank; 8, \$2.65
hank; 10, \$3.85 hank; 12, \$5.25 hank.

OOTTERS—Hammer Lock or Regular Spring.

Length	1-16	5-64	3-32 in.	1/4 in.	5-32 in.	1000
1/4-inch.....	100	1000	100	1000	100	1000
1/4-inch.....	\$.20	\$1.25	\$.30	\$2.00	\$.35	\$2.40
1/4-inch.....	.25	1.40	.80	2.00	.40	3.00
1/4-inch.....	.25	1.65	.85	2.25	.45	3.25
1/4-inch.....	.25	1.80	.40	2.55	.50	3.50
1/4-inch.....	.30	2.05	.45	2.85	.60	4.00
2 -inch.....	.35	2.50	.50	3.40	.70	4.75
1/4-inch.....	\$.50	\$3.75	1/4 in.	5-16 in.		
1/4-inch.....	.60	4.25	\$1.00	\$6.75	\$1.75	\$11.00
1/4-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1/4-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1/4-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 -inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2 1/2-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

GRAYON—Lumber, 10c; Soapstone, 5c.

OUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$3.90;
No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$26.00.
Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4,
\$12.60.

DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7,
30c; 8, 40c; 9, 50c; 10, 60c.

DIVIDERS—Wing. No. 35, 6-inch, 85c pair; 8-inch, 85c pair;
10-inch, 50c pair; 12-inch, 75c pair.
Wing Extension. No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair;
10-inch, \$1.10 pair.

DOLLIES—Timber—
No. 649, 6-inch.....\$7.50 No. 650, 8-inch.....\$10.50

DOORS—Screen.

Common, 1/4-inch, 2-6x6-6	.....	\$2.15
Common, 1/4-inch, 2-8x6-8	.....	2.35
Common, 1/4-inch, 2-6x6-6	.....	2.50
Common, 1/4-inch, 2-8x6-8	.....	2.65
Common, 1/4-inch, 2-10x6-10	.....	2.85
Common, 1/4-inch, 8x7	.....	3.25

DOORS—Ash Pit. 12x15 3.50
8x8, each \$1.40
8x10 1.50 Ash Traps—
10x12 1.80 7x955

DRILLS—Millers Falls (Breast)
10 \$ 7.25 829 6.25
11 7.00 87 11.50
12 6.50 89 12.00
13 7.50 118 7.25

555 8.00 5555 8.00
Yankee
1 2.25 5 2.50
2 4.75 981 6.00
4 1.15

Millers Falls Drill Points, 1 to 3, set 50c.
Yankee
1580 4.00 1545 8.00

Yankee Automatic
41 2.25 44 2.50
42 1.75 50 3.50

Yankee Chucks and Drill Points
No. Set. No. Set.
30035 30550
30185

Yankee Drill Points
Each. No. Each.
31075 32010

Bell Hangers' or Electricians
O 114 E, S 109 E... Open O 114 F (Fish Wire) Open

Bit Stock
O 114 M 990
M 109 S 108
Blacksmiths' Round Shank
O 116 Open O 120 Open
M 110 Open M 112 Open
M 418 Open M 413 Open
S 110 Open S 111 Open

Square Ratchet Shank
O 111 Open M 400 Open
M 109 E Open S 104 A Open

Straight Shank
O 108 O 109 Open
M 105 M 106 Open
M 380 M 382 Open
S 105 S 106 Open
O 108 A O 110 Open
M 107 M 104 Open
M 840 M 814 Open
S 107 S 104 B Open

Taper Shank
O 106 Open M 802 Open
M 103 Open S 104 Open

Bits, Wood (Gyromax Pattern)

O 114 A, S 109 A—		O 114 A, S 109 A—	
2	.25	12	.55
3	.25	13	.60
4	.25	14	.60
5	.30	15	.65
6	.30	16	.70
7	.35	17	.75
8	.40	18	.80
9	.45	19	.85
10	.50	20	.90
11	.55	24	1.25

Bit Stock
O 114, M 109 or M
890, and S 108—

O 114, M 109 or M 890, and S 108—		O 114, M 109 or M 890, and S 108—	
1-16	.30	15-32	.90
3-32	.20	1/2	1.00
1/2	.25	17-32	1.15
5-32	.30	9-16	1.25
8-16	.35	19-32	1.35
7-32	.40	1/4	1.50
1/4	.45	11-16	1.60
9-32	.50	1/2	1.85
5-16	.60	13-16	2.00
11-32	.65	1/4	2.25
1/2	.75	15-16	2.40
13-32	.80	1	2.45
7-16	.85		

Straight Shank Jobbers
O 108, M 105 or M
380, S 105—

O 108, M 105 or M 380, S 105—		O 108, M 105 or M 380, S 105—	
1-32	.15	7-32	.25
3-64	.15	15-64	.30
1-16	.15	1/4	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
1/2	.20	1/4	.55
9-64	.20	13-32	.65
5-32	.20	7-16	.75
11-64	.20	15-32	.90
3-16	.20	1/2	1.00
3-64	.25		

Straight Shank, Wire Gauge
O 108 A, M 107 or
M 340, S 107—

O 108 A, M 107 or M 340, S 107—		O 108 A, M 107 or M 340, S 107—	
1 to 5	.30	36 to 40	.15
6 to 10	.25	41 to 45	.15
11 to 15	.25	46 to 50	.15
16 to 20	.20	51 to 55	.15
21 to 25	.20	56 to 60	.15
26 to 30	.20	61 to 80	.15
31 to 35	.15		

ELBOWS—Conductor
Pl. Rd.
2-inch.....\$.35 3 1/4 x 1 1/2
3-inch......50 3 1/4 x 2 1/2
4-inch......60
Corrugated—Conductor

2-inch.....\$.35 2-inch.....\$.35
3-inch......30 3-inch......30
4-inch......45 4-inch......45
5-inch......50 5-inch......50

ELBOWS—No. 3 Cor. 20c each; 4, 25c; 5, 25c; 6, 30c; 7,
40c. No. 3 Adj. 4 Pa. 25c each; 4, 30c; 5, 30c; 6, 35c;
3-inch Adj. Galv. 55c each; 4-inch Galv. 45c each. No.
3 Cor. Jap. 85c each; 4, Cor. Jap. 45c.

EMERY—Grain—
No. 60, per lb.....\$.35
No. 70, per lb......35
No. 80, per lb......35
No. 90, per lb......35
No. 100, per lb......35
No. 120, per lb......35

Flour Emery—
Per lb......35
Stones—(See Stones)
Cloth—(See Cloth)
Wheels—(See Wheels)

FASTENERS (BRONZE)—No. 562 EA, 45c each; SHA, SHB,
E, 50c; 815 EA, 85c; SHA, E, 40c; 1831 1/2, EA, SHA,
E, 80c.

Cast Iron and Steel—No. 324, 10c each; 324 R, EA, 15c;
E, 15c; 500 R, EA, 15c; KP, E, 15c; 543 R, EA, 10c; SH,
SHA, KP, E, 10c; SHB, 10c; 800 R, EA, 10c; SHA, KP,
E, 10c; 1831 1/2 F, 50c; 33181, R, EA, 20c; KP, SHA,
E, 25c.

FAUCETS—Cork Lined—8-inch, each \$.20
7-inch, each \$.15 9-inch, each25

FELT—Deadening. Size Roll, 1/4-lb., \$3.00; 1-lb., \$4.00; 1 1/2-
lb., \$6.00. Tarred, 250-ft. roll, \$1.85 each; 500-ft. roll,
\$2.60 each.

FIGURES AND LETTERS (STEEL)—
Figures Letters
1/4 inch.....\$.30 \$.20 1/4 inch.....\$2.50 \$.30
3-16 inch......50 .20 3-16 inch......250 .20
1/2 inch......1.40 .25 1/2 inch......4.25 .25
5-16 inch......6.50 .45 5-16 inch......6.50 .45
3/4 inch......8.00 .60 3/4 inch......9.00 .60
7/8 inch......5.50 .80 7/8 inch.....16.50 .80
1 inch.....17.50 ..
1 1/4 inch.....27.50 ..

FILES—Band Saw, slim, 4 inches long, 20c each; 5, 35c;
6, 30c; 8, 45c; 10, 65c. Knife, bastard, 3-3/4, 35c; 4
35c; 5, 45c; 6, 45c; 8, 55c; 10, 55c. Regular Taper,
3-3/4, 15c; 4, 15c; 4 1/2, 15c; 5, 20c; 5 1/2, 30c; 6, 35c;
8, 35c; 10, 55c. Slim Taper, 3-3/4, 15c; 4, 15c; 4 1/2, 15c;

RETAIL SELLING PRICES—Continued.

FILES—Continued.

5, 20c; 5½, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 3-8½, 25c; 4, 25c; 5, 30c; 6, 35c; 8, 40c. Flat Bastard, ¾, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 85c; 16, \$1.15. Half Round Bastard, ¾, 30c; 5, 35c; 6, 40c; 8, 45c; 10, 55c; 12, 75c; 14, 95c; 16, \$1.30. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 65c; 16, 90c. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 85c; 16, \$1.30.
Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16, \$2.30.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylo—

Tubular Nos. ... 2602 2604 2612 2616 2619 2627 2628
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.35 \$1.10
Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 .75 .70
Tubular Nos. ... 2630 2631 2632 2633 2634 2638 2659
Complete, each \$1.75 \$2.00 \$2.50 \$2.25 \$2.75 \$2.90 \$4.25
Case & Bulb, ea. 1.85 1.60 1.90 2.35 2.35 3.50 3.65
Pocket Nos. ... 6954 6961 6963 6971 6972 6991 6992
Complete, each \$1.50 \$1.10 \$1.40 \$1.10 \$1.40 \$1.40 \$1.75
Case & Bulb, ea. 1.10 .70 .95 .70 .95 1.00 1.30
Tubular Battery Nos. ... 705 706 790 791
Battery only, each \$0.60 \$0.35 \$0.40 \$0.40
Pocket Battery Nos. ... 700 708 750 751 792 793
Battery only, each \$0.40 \$0.45 \$0.40 \$0.45 \$0.40 \$0.45
Kwiklite Flashlights—
Tubular Nos. 5220 5221 5223 5229 5231 6240 6240B
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.75 \$1.90
Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 1.35 1.40
Tubular Nos. ... 6241 6241B 6249 6249B 6243 6243B 6251
Complete, each \$2.00 \$2.15 \$2.75 \$2.95 \$2.50 \$2.70 \$3.25
Case & Bulb, ea. 1.60 1.75 2.35 2.55 1.90 2.10 2.65
Pocket Nos. ... 2472 2573 2475 2475B 2577 2577B 2579
Complete, each \$1.10 \$1.40 \$1.40 \$1.50 \$1.75 \$1.90 \$2.10
Case & Bulb, ea. .70 .95 1.00 1.10 1.30 1.45 1.65
Watch Chain Nos. 6235 6235B Watch Chain Bat'y No. 1204
Complete, each \$1.25 \$1.35 Battery only, each \$0.35
Case and Bulb, each .95 1.05

Battery Nos. ... 1202 1203 1206 1207 1271 1301 1308 1309
Battery only, each \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—Arctic
No. 1 Each 2 \$4.50
2 \$3.00
3 3.50
4 4.00
5 5.00
6 3.25
80 (Toy) 2.50
White Mountain
1 3.60
FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

GALVANIZED WARE—

No.	Boilers, Coffee	Each	Cans, Garbage, Smooth or Corrugated
801½	.....	\$ .90	145 (16) 6.00
802	.....	1.10	200, 2 1.15
803	.....	1.85	300, 8 1.50
804	.....	1.90	400, 4 1.80
806	.....	2.15	500, 5 2.10
808	.....	2.60	600, 6 2.50
810	.....	3.00	700, 7 3.00
812	.....	3.40	800 (80) 6.75
			900 (90) 7.75
	Boilers, Wash		Cans, Gasoline
407 A	.....	2.75	1 P & B 3.50
408 A	.....	3.00	110 ..... .75
409 A	.....	3.20	255 2.10
			605 2.10
	Bowls, Wash		Cans, Oil
70	.....	.30	01 ..... .60
80	.....	.40	02 ..... .95
			25 2.00
112	Buckets, Fire	1.00	105 1.65
114	.....	1.10	205 1.90
314	.....	1.25	
	Buckets, Well		Dippers
101	.....	.90	210 ..... .30
121	.....	1.10	
141	.....	1.20	Hods, Coal
			616 1.20
			617 1.35
	Cans, Ash		Kettles, Camp
2½	.....	4.35	1 Gallon ..... .45
3	.....	5.10	1½ Gallon ..... .60
4	.....	7.00	2 Gallon ..... .75
5	.....	7.50	3 Gallon 1.00
			4 Gallon 1.15

Palls, Cement

		Pots, Watering; or Sprinklers
140	.....	2.40
1140	.....	3.15

Palls, Chamber

410	.....	1.80
412	.....	1.40
		514 1.10
		516 1.30
		518 1.60
		520 1.90
		522 2.10
		526 2.65

Palls, Stock

12 S	.....	1.00
14 S	.....	1.10
16 S	.....	1.20
18 S	.....	1.40
20 S	.....	1.60
		50 ..... .95
		51 1.05
		52 1.20
		53 1.40
		54 1.75

Palls, Water

8	.....	.55
10	.....	.65
12	.....	.75
14	.....	.80
16	.....	.95
320	.....	1.10
		50 1.65
		51 1.90
		52 2.20
		53 2.50
		54 3.00

Pana, Refrigerator

1	.....	.85
2	.....	1.00
3	.....	1.25
		410 S 3.00
		420 S 3.40
		430 S 3.75

GARBAGE CANS—(See Cans)

GATES—Molasses	Stebbins.	Perf.
245
350
460
565
675
		1 1.00
		1½ 1.25
		1¾ 1.40
		2 1.85

GAUGES—Butt—

No. 93	No. 94	No. 95	No. 96
.....
No. 98	No. 95½	.....
.....	No. 90	.....
		No. 91	.....
No. 61	No. 92	.....
No. 64	No. 97	.....
No. 65	No. 98	.....
No. 77
No. 71

GLASSES—

Ground Level—	Proved Level—
1½
2
2½
3
3½

Gauge Glasses 40% off list.
GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pomy, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 89 Clear, 20c each; 89 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.
GLUE—Dry—AAA, 60c lb.; B, 55c lb.; C, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 50c lb.

Liquid
Imperial—1 oz. ½ pt. ¾ pt. 1 pt. 1 qt. ½ gal.
List. 1.06 1.80 2.30 4.50 7.00 11.35 21.00
Sug. Ret. Each .10 .20 .25 .40 .65 1.00 1.75
Le Pages—1 oz. 2 oz. ½ pt. ¾ pt. 1 pt. 1 qt.
List. 1.60 1.65 1.80 2.80 4.50 7.00 11.35
Sug. Ret. Each .15 .15 .20 .25 .40 .65 1.00

GRAPHITE—Flake, per lb., 75c.
GRINDERS—Carborundum, No. A, \$3.45 each; B, \$4.25; C, \$6.00; D, \$6.50; 1, \$4.35; 2, \$5.75; 3, \$8.00; 4, \$10.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.

HACKSAWS—Hand, Star—Length 8 in., 10c each, 85c doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.40 doz.
Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 90c doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.40 doz.

HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.45 each; 1½, \$1.35; 2, \$1.20; 3, \$1.15; 11, \$1.45; 11½, \$1.35; 12, \$1.20; 12½, \$1.15; 13, \$1.10; 14, \$1.00; 200, \$1.90; 611½, \$2.00; 710, \$1.80; 711, \$1.60; 711½, \$1.50; 712, \$1.85; 811½, \$1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50 each. Maydole Machinist Ball Pein—No. 875, \$1.95 each; 376, \$1.80; 377, \$1.70; 378, \$1.60; 379, \$1.50; 770, \$2.00; 770½, \$1.75; 771, \$1.60; 772, \$1.45; 773, \$1.80; 774, \$1.20; 775, \$1.10; 776, \$1.00; 777, 95c; 778, 90c.

HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c each.
Auger—No. 1, \$1.00 each; 2, \$1.00 each; 3, \$1.35 each; 4, \$4.50 each; 5, \$3.00 each.
Axe, Broad, No. 315, 70c each.
Axe, Double Bit, No. 312, 70c each.
Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c each; 201, 60c each; 302, 70c each; 401, 50c each; 503, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 60, Hunters, 15c each; 1, Hunters, 20c each.

RETAIL SELLING PRICES—Continued.

HOLLOW WARE—Continued

Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.00 each; 8, \$1.00 each; 10, \$1.20 each; 11, \$1.05 each.
 Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 010, \$1.60 each; 012, \$1.75 each; 014, \$2.00.
 Kettles, Stove—No. 7, \$2.60 each; 8, \$2.90 each; 9, \$3.40 each; 07, \$2.60 each; 08, \$2.90 each; 09, \$3.40 each.
 Pots, Stove—No. 17, \$3.35 each; 18, \$3.75 each; 19, \$4.25 each; 017, \$3.35 each; 018, \$3.75 each; 019, \$4.25 each.
 Skillets or Spiders—No. 8, 80c each; 4, 90c each; 5, \$1.10 each; 6, \$1.10 each; 7, \$1.25 each; 8, \$1.35 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.65 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.35 each.
 Waffle Irons—No. 7, \$2.00 each; 8, \$2.35 each; 9, \$2.65 each; 7 D \$2.60 each; 8 D, \$2.90 each; 9 D, \$3.40 each; 11, \$3.25 each; 12, \$4.75 each; 14, \$9.00 each.

HOOKS—Bright.

No.	Dos.	No.	Dos.
0	.85	104	.45
1	.75	105	.85
2	.65	106	.85
3	.55	107	.80
4	.45	108	.15
5	.35	109	.15
6	.25	110	.15
7	.30	111	.15
8	.15	112	.10
9	.15	113	.10
10	.15	114	.10
11	.15		
12	.10		
13	.10		
14	.10		

Gross—50% Discount from List.

Brass No. 1412—Dos.	1 1/2, 2 for 5c.—Dos.
1/2	.30
3/4	.30
1	.30
1 1/2	.30
2	.30
2 1/2	.30
3	.30
3 1/2	.30
4	.30
4 1/2	.30
5	.30
5 1/2	.30
6	.30
6 1/2	.30
7	.30
7 1/2	.30
8	.30
8 1/2	.30
9	.30
9 1/2	.30
10	.30
10 1/2	.30
11	.30
11 1/2	.30
12	.30
12 1/2	.30
13	.30
13 1/2	.30
14	.30
14 1/2	.30
15	.30
15 1/2	.30
16	.30
16 1/2	.30
17	.30
17 1/2	.30
18	.30
18 1/2	.30
19	.30
19 1/2	.30
20	.30
20 1/2	.30
21	.30
21 1/2	.30
22	.30
22 1/2	.30
23	.30
23 1/2	.30
24	.30
24 1/2	.30
25	.30
25 1/2	.30
26	.30
26 1/2	.30
27	.30
27 1/2	.30
28	.30
28 1/2	.30
29	.30
29 1/2	.30
30	.30
30 1/2	.30
31	.30
31 1/2	.30
32	.30
32 1/2	.30
33	.30
33 1/2	.30
34	.30
34 1/2	.30
35	.30
35 1/2	.30
36	.30
36 1/2	.30
37	.30
37 1/2	.30
38	.30
38 1/2	.30
39	.30
39 1/2	.30
40	.30
40 1/2	.30
41	.30
41 1/2	.30
42	.30
42 1/2	.30
43	.30
43 1/2	.30
44	.30
44 1/2	.30
45	.30
45 1/2	.30
46	.30
46 1/2	.30
47	.30
47 1/2	.30
48	.30
48 1/2	.30
49	.30
49 1/2	.30
50	.30
50 1/2	.30
51	.30
51 1/2	.30
52	.30
52 1/2	.30
53	.30
53 1/2	.30
54	.30
54 1/2	.30
55	.30
55 1/2	.30
56	.30
56 1/2	.30
57	.30
57 1/2	.30
58	.30
58 1/2	.30
59	.30
59 1/2	.30
60	.30
60 1/2	.30
61	.30
61 1/2	.30
62	.30
62 1/2	.30
63	.30
63 1/2	.30
64	.30
64 1/2	.30
65	.30
65 1/2	.30
66	.30
66 1/2	.30
67	.30
67 1/2	.30
68	.30
68 1/2	.30
69	.30
69 1/2	.30
70	.30
70 1/2	.30
71	.30
71 1/2	.30
72	.30
72 1/2	.30
73	.30
73 1/2	.30
74	.30
74 1/2	.30
75	.30
75 1/2	.30
76	.30
76 1/2	.30
77	.30
77 1/2	.30
78	.30
78 1/2	.30
79	.30
79 1/2	.30
80	.30
80 1/2	.30
81	.30
81 1/2	.30
82	.30
82 1/2	.30
83	.30
83 1/2	.30
84	.30
84 1/2	.30
85	.30
85 1/2	.30
86	.30
86 1/2	.30
87	.30
87 1/2	.30
88	.30
88 1/2	.30
89	.30
89 1/2	.30
90	.30
90 1/2	.30
91	.30
91 1/2	.30
92	.30
92 1/2	.30
93	.30
93 1/2	.30
94	.30
94 1/2	.30
95	.30
95 1/2	.30
96	.30
96 1/2	.30
97	.30
97 1/2	.30
98	.30
98 1/2	.30
99	.30
99 1/2	.30
100	.30
100 1/2	.30
101	.30
101 1/2	.30
102	.30
102 1/2	.30
103	.30
103 1/2	.30
104	.30
104 1/2	.30
105	.30
105 1/2	.30
106	.30
106 1/2	.30
107	.30
107 1/2	.30
108	.30
108 1/2	.30
109	.30
109 1/2	.30
110	.30
110 1/2	.30
111	.30
111 1/2	.30
112	.30
112 1/2	.30
113	.30
113 1/2	.30
114	.30
114 1/2	.30
115	.30
115 1/2	.30
116	.30
116 1/2	.30
117	.30
117 1/2	.30
118	.30
118 1/2	.30
119	.30
119 1/2	.30
120	.30
120 1/2	.30
121	.30
121 1/2	.30
122	.30
122 1/2	.30
123	.30
123 1/2	.30
124	.30
124 1/2	.30
125	.30
125 1/2	.30
126	.30
126 1/2	.30
127	.30
127 1/2	.30
128	.30
128 1/2	.30
129	.30
129 1/2	.30
130	.30
130 1/2	.30
131	.30
131 1/2	.30
132	.30
132 1/2	.30
133	.30
133 1/2	.30
134	.30
134 1/2	.30
135	.30
135 1/2	.30
136	.30
136 1/2	.30
137	.30
137 1/2	.30
138	.30
138 1/2	.30
139	.30
139 1/2	.30
140	.30
140 1/2	.30
141	.30
141 1/2	.30
142	.30
142 1/2	.30
143	.30
143 1/2	.30
144	.30
144 1/2	.30
145	.30
145 1/2	.30
146	.30
146 1/2	.30
147	.30
147 1/2	.30
148	.30
148 1/2	.30
149	.30
149 1/2	.30
150	.30
150 1/2	.30
151	.30
151 1/2	.30
152	.30
152 1/2	.30
153	.30
153 1/2	.30
154	.30
154 1/2	.30
155	.30
155 1/2	.30
156	.30
156 1/2	.30
157	.30
157 1/2	.30
158	.30
158 1/2	.30
159	.30
159 1/2	.30
160	.30
160 1/2	.30
161	.30
161 1/2	.30
162	.30
162 1/2	.30
163	.30
163 1/2	.30
164	.30
164 1/2	.30
165	.30
165 1/2	.30
166	.30
166 1/2	.30
167	.30
167 1/2	.30
168	.30
168 1/2	.30
169	.30
169 1/2	.30
170	.30
170 1/2	.30
171	.30
171 1/2	.30
172	.30
172 1/2	.30
173	.30
173 1/2	.30
174	.30
174 1/2	.30
175	.30
175 1/2	.30
176	.30
176 1/2	.30
177	.30
177 1/2	.30
178	.30
178 1/2	.30
179	.30
179 1/2	.30
180	.30
180 1/2	.30
181	.30
181 1/2	.30
182	.30
182 1/2	.30
183	.30
183 1/2	.30
184	.30
184 1/2	.30
185	.30
185 1/2	.30
186	.30
186 1/2	.30
187	.30
187 1/2	.30
188	.30
188 1/2	.30
189	.30
189 1/2	.30
190	.30
190 1/2	.30
191	.30
191 1/2	.30
192	.30
192 1/2	.30
193	.30
193 1/2	.30
194	.30
194 1/2	.30
195	.30
195 1/2	.30
196	.30
196 1/2	.30
197	.30
197 1/2	.30
198	.30
198 1/2	.30
199	.30
199 1/2	.30
200	.30
200 1/2	.30
201	.30
201 1/2	.30
202	.30
202 1/2	.30
203	.30
203 1/2	.30
204	.30
204 1/2	.30
205	.30
205 1/2	.30
206	.30
206 1/2	.30
207	.30
207 1/2	.30
208	.30
208 1/2	.30
209	.30
209 1/2	.30
210	.30
210 1/2	.30
211	.30
211 1/2	.30
212	.30
212 1/2	.30
213	.30
213 1/2	.30
214	.30
214 1/2	.30
215	.30
215 1/2	.30
216	.30
216 1/2	.30
217	.30
217 1/2	.30
218	.30
218 1/2	.30
219	.30
219 1/2	.30
220	.30
220 1/2	.30
221	.30
221 1/2	.30
222	.30
222 1/2	.30
223	.30
223 1/2	.30
224	.30
224 1/2	.30
225	.30
225 1/2	.30
226	.30
226 1/2	.30
227	.30
227 1/2	.30
228	.30
228 1/2	.30
229	.30
229 1/2	.30
230	.30
230 1/2	.30
231	.30
231 1/2	.30
232	.30
232 1/2	.30
233	.30
233 1/2	.30
234	.30
234 1/2	.30
235	.30
235 1/2	.30
236	.30
236 1/2	.30
237	.30
237 1/2	.30
238	.30
238 1/2	.30
239	.30
239 1/2	.30
240	.30
240 1/2	.30
241	.30
241 1/2	.30
242	.

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in. \$16; 17-in. \$18; 19-in. \$20; 21-in. \$22. Common—12-in. \$6; 14-in. \$6.25; 16-in. \$6.50.

NAILS—Base per Keg. \$5.80, 50 to 99 lbs., add 50c per 100 lbs. to Keg price.	1 to 50 lbs.
Fine Blue 2&3d. . . . .	.08
Fine Bright. . . . .	.08
Common 2&3d. . . . .	.08
Common 4&5d. . . . .	.08
Common 6&7d. . . . .	.07
Common 8 to 60d. . . . .	.07
Casing 2&3d. . . . .	.08
Casing 4&5d. . . . .	.08
Casing 6 to 20d. . . . .	.08
Finishing 2&3d. . . . .	.10
Finishing 4&5d. . . . .	.10
Finishing 6 to 20d. . . . .	.08
Smooth Box 4 to 6d. . . . .	.08
Smooth Box 8 to 20d. . . . .	.08
Barb Box 4 to 5d. . . . .	.08
Barb Box 6. . . . .	.08
Trunk—	
Bulk, per lb. . . . .	.30
1-lb. Papers, ea. . . . .	.35
½-lb. . . . .	.20
¼ lb. . . . .	.15
Barb Box 8 to 20d. . . . .	.08
Barb Roof ¾ to 1 ½. . . . .	.10
Barb Roof 1 to 1 ½. . . . .	.10
Plaster Board. . . . .	.10
O. O. Box. . . . .	.10
Cut Casing 6&8. . . . .	.08
Galv. Felt. . . . .	.15
Galv. Boat. . . . .	.12
Clout—	
Bulk, lb. . . . .	.30
½ lb. Papers, each. . . . .	.20
Cigar Box—	
Bulk, lb. . . . .	.30
1 lb. Papers, ea. . . . .	.35
½ lb. . . . .	.20
¼ lb. . . . .	.15
Horseshoe—	
Capewell, lb. . . . .	.30
Northwestern. . . . .	.30
Union. . . . .	.35

NETTING, POULTRY—Hexagon, Galvanized After Weaving—

2 inch, 20-gauge—List roll, 12 in. \$2.14; 18 in. \$3.08; 30 in. \$4.68; 36 in. \$5.35; 48 in. \$7.13; 60 in. \$8.91; 72 in. \$11.69.	
Sell Full Roll—12 in. \$2.35; 18 in. \$3.40; 24 in. \$4.80; 30 in. \$5.15; 36 in. \$5.90; 48 in. \$7.85; 60 in. \$9.80; 72 in. \$11.75.	
Sell Out (lin. ft.)—12 in. 2 ¼c; 18 in. 3 ¼c; 24 in. 4 ¼c; 30 in. 5c; 36 in. 5 ½c; 48 in. 7 ¼c; 60 in. 9 ¼c; 72 in. 11 ¼c.	
1 ½ inch, 20-gauge—List Roll—12 in. \$3.15; 18 in. \$4.53; 24 in. \$5.78; 30 in. \$6.90; 36 in. \$7.83; 48 in. \$10.50; 60 in. \$13.12; 72 in. \$15.75.	
Sell Full Roll—12 in. \$3.45; 18 in. \$5.00; 24 in. \$6.40; 30 in. \$7.60; 36 in. \$8.70; 48 in. \$11.50; 60 in. \$14.50; 72 in. \$17.25.	
Sell Out (lin. ft.)—12 in. 3 ¼c; 18 in. 4 ¼c; 24 in. 6 ¼c; 30 in. 7 ¼c; 36 in. 8 ¼c; 48 in. 11 ¼c; 60 in. 14c; 72 in. 16 ¼c.	
1-inch, 20-gauge—List Roll—12 in. \$4.95; 18 in. \$7.13; 24 in. \$9.03; 30 in. \$10.83; 36 in. \$12.86; 48 in. \$16.50; 60 in. \$20.64; 72 in. \$24.75.	
Sell Full Roll—12 in. \$5.45; 18 in. \$7.80; 24 in. \$10.00; 30 in. \$11.75; 36 in. \$13.50; 48 in. \$18.00; 60 in. \$22.50; 72 in. \$27.00.	
Sell Out (lin. ft.)—12 in. 5 ¼c; 18 in. 7 ¼c; 24 in. 9 ¼c; 30 in. 11 ¼c; 36 in. 13c; 48 in. 17 ¼c; 60 in. 22c; 72 in. 26c.	
¾-inch, 20-gauge—List Roll—12 in. \$6.55; 18 in. \$12.30; 24 in. \$15.83; 30 in. \$18.71; 36 in. \$21.33; 48 in. \$28.50; 60 in. \$35.63; 72 in. \$42.75.	
Sell Full Roll—12 in. \$9.40; 18 in. \$13.50; 24 in. \$17.00; 30 in. \$20.50; 36 in. \$23.50; 48 in. \$31.25; 60 in. \$39.00; 72 in. \$46.50.	
Sell Out (lin. ft.)—12 in. 9c; 18 in. 13c; 24 in. 16 ¼c; 30 in. 20c; 36 in. 23c; 48 in. 30 ¼c; 60 in. 38c; 72 in. 45c.	

NIPPERS—Nettleton—8-in. \$1.60 each; 10-in. \$1.85; 12-in. \$2.00; 14-in. \$2.45.

NIPPLES—Right Hand.

Size	2	2 ½	3	3 ½	4	5	6	7	8
¼, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
½, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
1, black. . . . .	.05	.07	.07	.07	.08	.10	.12	.14	.16
1, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
1 ½, black. . . . .	.06	.09	.09	.09	.09	.11	.13	.15	.18
1 ½, galv. . . . .	.08	.14	.14	.14	.14	.18	.21	.25	.32
2, black. . . . .	.08	.13	.13	.13	.13	.15	.18	.23	.35
2, galv. . . . .	.11	.19	.19	.19	.19	.24	.28	.34	.48
2 ½, black. . . . .	.11	.17	.17	.17	.17	.20	.24	.29	.33
2 ½, galv. . . . .	.17	.29	.29	.29	.29	.32	.38	.45	.52
3, black. . . . .	.18	.20	.20	.20	.20	.25	.29	.36	.40
3, galv. . . . .	.21	.35	.35	.35	.35	.39	.46	.54	.60
4, black. . . . .	.18	.27	.27	.27	.27	.32	.38	.50	.54
4, galv. . . . .	.27	.47	.47	.47	.47	.52	.61	.68	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 70c lb.; 5-16, 65c lb.; ¾, 50c lb.; 7-16, 45c lb.; ½, 35c lb.; 9-16, 35c lb.; ¾, 30c lb.; ¾, 30c lb.; ¾, 30c lb.; 1, 25c lb.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.; 5-16, 30c lb.; ¾, 25c lb.; 7-16, 25c lb.; ½, 20c lb.; ¾, 18c lb.; ¾, 18c lb.; 1, 18c lb.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in. per pair, 40c; 2 ¼-in. per pair, 60c; 2 ½-in. per pair, 70c.

OPENERS (OAN)—

No.	Each.	No.	Each.
4 . . . . .	.10	140 . . . . .	.15
16 . . . . .	.15	340 . . . . .	.30
100 . . . . .	.30		

OIL—Boiled Linseed, \$2.50 gal.

OILERS—

Mowing Machine—	No.	Each	14 B . . . . .	.50
8 A	25		16 . . . . .	.55
8 B . . . . .	.40		Steel, Railroad—	1.00
1100 . . . . .	.30		10	1.25
1120 . . . . .	.35		Zinc, Chace—	
1140 . . . . .	.30		00 . . . . .	.10
Steel, Spring Bottom—			0 . . . . .	.15
12 . . . . .	.25		1 . . . . .	.30
13 . . . . .	.30		2 . . . . .	.35
13 A . . . . .	.35		3 . . . . .	.30
14 . . . . .	.40		4 . . . . .	.35
14 AA . . . . .	.45		5 . . . . .	.35
			6 . . . . .	.45

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0800	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinney & Boyle			
13	3.00	23	3.25
17	3.50	37	3.75
17 G	3.75	37 G	3.25

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piaton Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A 12, Blue and White striped, \$1.50.

PADLOCKS—Corbin

No.	Each	No.	Each
1903 . . . . .	.50	9903 . . . . .	.65
258 . . . . .	.25	9903 N O . . . . .	.60
2802 ¼ . . . . .	.35	21090 . . . . .	.75
2822 ¼ . . . . .	.50		
2822 ½	1.00	Yale	
2879	1.50	223 . . . . .	.65
2880	1.75	225 . . . . .	.80
2881	2.25	453 J . . . . .	.35
2883	3.00	453 X . . . . .	.35
Miller		569	1.25
1	1.50	565	1.50
016 . . . . .	.25	585	1.30
18 . . . . .	.30	585	1.25
18 B . . . . .	.35	645 J . . . . .	.60
19 . . . . .	.40	803	1.40
21 . . . . .	.50	805	1.50
75 . . . . .	.50	805 ¼	1.75
76 . . . . .	.75	813	1.50
78 . . . . .	.85	815	1.50
96 . . . . .	.50	823	1.75
96 O . . . . .	.65	833	2.00
131 . . . . .	.50	843	2.50
5441 . . . . .	.85	853	2.75
Slaymaker		8454	2.00
1903 . . . . .	.60		

PAINT SUNDRIES—

Alcohol (Denatured) Gal.	1-gallon	1.25	1 ½-gals.	1.60
5-gallon	1.10		Quarts . . . . .	.95
Glass			Porch—	
No. 2 Gelatine . . . . .	.65		Gals.	Gal. 4.25
Chicago White . . . . .	.65		½-gals.	½-Gal. 2.25
Lead, Selby White			Quarts	Qt. 1.20
500 lbs. or more			Oil	
100-lb. kegs.			Floor . . . . .	.65
50 and 35-lb. kegs.			Gloss . . . . .	.60
12 ½-lb. kegs.			Lard No. 1	2.50
Paint, Dry Colors			Lin-Oil . . . . .	.90
Burnt Umber . . . . .	.05 ½		Linseed, Boiled	2.60
Chrome Green, Med. . . . .	.15		Linseed, Raw	2.60
Graphite . . . . .	.06 ½		Neatsfoot No. 1	2.50
Princess Metallic . . . . .	.04		Neutral . . . . .	.45
Raw Sienna . . . . .	.07		Paraffine . . . . .	.55
Venetian Red . . . . .	.04 ½		Tinta, Kalsomine	Lb.
Yellow Ochre . . . . .	.05		Barrels, 280 lbs. . . . .	.08 ½
Paints, Ready Mixed			Kegs, 100 lbs. . . . .	.09
1st Grade, White—			100-lb. bulk . . . . .	.09 ½
Gals.	Gal. 4.40		25-lb. bulk . . . . .	.09 ½
½-gals.	½-Gal. 2.80		Less 25 lbs. . . . .	.10
Quarts	Qt. 1.25		100 lbs. 5-lb. pkgs. . . . .	.09 ½
Pints	Pt. .70		Less 100 lbs. 5-lb. pkgs. . . . .	.10
½-pints	½-Pt. .40		Kalsomine, White	
1st Grade, Colors—			Bbls, 280 lbs. . . . .	.08
Gals.	Gal. 4.25		Kegs, 100 lbs. . . . .	.09 ½
½-gals.	½-Gal. 2.25		4 25-lb. pkgs. bulk . . . . .	.09 ½
Quarts	Qt. 1.20		25 lbs. bulk . . . . .	.09 ½
Pints	Pt. .65		Less 25 lbs. . . . .	.10
½-pints	½-Pt. .35		100 lbs., 5-lb. pkgs. . . . .	.09 ½
2nd Grade White or Colors—			Less 100 lbs. . . . .	.10
Gals.	Gal. 2.90		Turpentine	Gal.
½-gals.	½-Gal. 1.60		1-gallon	1.40
Quarts	Qt. .95		5-gallon	1.10
Inside Floor—			Wax	Lb.
Gals.	Gal. 2.90		Johnson's . . . . .	.70
			Old English . . . . .	.70
			Bradley's . . . . .	.65

RETAIL SELLING PRICES—Continued.

PANS—Acme Frying—

No. 00, each.....	\$.15
No. 0, each.....	.25
No. 1, each.....	.30
No. 2, each.....	.35
No. 3, each.....	.35

No. 4, each.....	\$.40
No. 5, each.....	.45
No. 6, each.....	.50
No. 7, each.....	.60

PAPER—Asbestos, size 1-16 and under, 25c lb. cut; over 1-16, 25c lb.

Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15

roll; 30-lb., \$1.35 roll.

Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll,

\$2.50 (cut 6c lb.)

PAPER—Building—

P & B

No. 1—500.....	\$2.00
No. 1—1000.....	3.90
No. 2—500.....	2.95
No. 2—1000.....	5.75
No. 3—500.....	4.00
No. 3—1000.....	7.70

Imitation P & B

No. 1—500.....	\$1.80
No. 1—1000.....	3.40
No. 2—500.....	2.55
No. 2—1000.....	4.95
No. 3—500.....	3.60
No. 3—1000.....	6.75

Red Resin—

17 lb.....	\$1.15	25 lb.....	\$1.65
20 lb.....	1.40	30 lb.....	1.90

PAPER—Roofing, Smooth or Sanded—Fly ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.35.

PAPER, SAND AND EMBRY—Astec Sand Paper, in Sheets—

No. 00-0, 45c qr.; ½, 50c qr.; 1, 55c qr.; 1½, 65c qr.;

2, 75c qr.; 2½, 90c qr.; 3, 90c qr.

PEAVIES—

—Socket—

—Bangor—

	Maple	Hickory	Maple	Hickory
2½x4.....	\$2.50	\$2.75	\$2.80	\$3.00
4½.....	2.75	2.85	2.85	3.10
2½x4½.....	2.75	2.85	3.00	3.25
5.....	2.75	3.00	3.10	3.35
2½x4½.....	3.00	3.25	3.25	3.50
5.....	3.00	3.25	3.35	3.60
8x5.....	3.15	3.50	3.75	3.85

PERCOLATORS, COFFEE—Universal—

	Each	Each
44.....	\$4.00	1204.....\$3.75
46.....	4.50	1206.....4.00
48.....	5.00	1208.....4.25
52.....	4.25	1210.....5.00
54.....	4.50	1304.....4.25
56.....	5.00	1306.....4.50
58.....	5.50	1308.....4.75
64.....	5.00	1310.....5.00
66.....	5.50	1404.....4.75
69.....	6.25	1406.....5.00
614.....	6.75	1408.....5.25
74.....	5.50	1410.....5.50
76.....	6.00	1504.....4.25
79.....	6.75	1506.....4.50
714.....	7.25	1508.....4.75
464.....	5.50	1510.....5.25
466.....	6.00	1704.....4.25
469.....	6.75	1706.....4.50
474.....	6.00	1708.....4.75
476.....	6.50	1710.....5.25
479.....	7.25	

Percolator Tops, 10c each.

PICKS—Railroad—No. 1710, \$1.50 each; 1711, \$1.60; 1712,

\$1.75; 1713, \$1.85; 1714, \$2.00; 1715, \$2.25.

Drifting—No. 1, \$1.85 each; 1½, \$1.50 each; 2, \$1.60

each; 3, \$1.75 each; 4, \$1.90 each.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over

List.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16,

60c each.

Collars, No. 018, 014, 15c; 25, 25½, 26, 10c ea.; 27, 15c ea.

Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each;

65 (1612), \$1.10 each; 75, \$1.20 each.

Dampers, No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.

Elbows, No. 3 Corg., 20c each; 4 Corg., 25c each; 5 Corg.,

25c each; 6 Corg., 30c each; 7 Corg., 40c each; 8 Adj., 4

Pc., 35c each; 4 Adj., 4 Pc., 30c each; 5 Adj., 4 Pc., 30c each;

6 Adj., 4 Pc., 35c each; 8-inch Adj. Galvd., 35c each; 4-inch

Adj. Galvd., 45c each; 3 Corg. Jap., 35c each; 4 Corg. Jap.,

45c each.

Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c

each; 40, 20c each.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,

60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

	½, ¾, 1-in.	1½-in.	2-in.	2½-in.
Bushings.....	\$.05	\$.10	\$.10	\$.15
Caps.....	.05	.10	.12½	.15
Couplings.....	.10	.10	.15	.20
Crosses.....	.15	.20	.30	.45
Elbows, 90 Deg.....	.10	.15	.15	.20
Elbows, 45 Deg.....	.10	.10	.15	.25
Elbows, Red.....	.15	.15	.20	.25
Elbows, Street.....	.10	.10	.20	.25
Floor Flanges.....	.20	.40	.60	.80
Lock Nuts.....	.05	.10	.15	.20
Plugs.....	.05	.05	.05	.10
Reducers.....	.10	.15	.20	.25
Return Bends.....	.20	.35	.45	.50
Tees.....	.10	.15	.20	.20
Unions.....	.20	.25	.30	.35
Waste Nuts.....	.10	.10	.10	.15

	1-in.	1½-in.	1½-in.	2-in.
Bushings.....	.15	.10	.25	.30
Caps.....	.20	.20	.40	.45
Couplings.....	.20	.20	.25	.30
Crosses.....	.75	.55	.90	1.10
Elbows, 45 Deg.....	.80	.40	.65	.70
Elbows, 45 Deg.....	.80	.40	.65	.70
Elbows, Red.....	.85	.35	.60	.65
Elbows, Street.....	.40	.30	.55	.60
Floor Flanges.....	.70	.45	.80	1.10
Lock Nuts.....	.40	.35	.60	.65
Plugs.....	.10	.10	.15	.20
Reducers.....	.85	.25	.45	.55
Return Bends.....	.80	.65	1.80	1.50
Tees.....	.80	.30	.50	.75
Unions.....	.45	.45	.65	.80
Waste Nuts.....	.15	.20	.30	.40

Nipples

	½, ¾, 1-in.	1½-in.	2-in.	2½-in.
Close.....	.05	.05	.07½	.10
Long.....	.05	.10	.10	.15
4-in. Long.....	.05	.10	.08	.15
5-in. Long.....	.08	.10	.15	.15
6-in. Long.....	.08	.10	.15	.15
Close.....	.10	.10	.15	.25
Long.....	.20	.15	.25	.30
4-in. Long.....	.20	.15	.25	.30
5-in. Long.....	.20	.15	.25	.30
6-in. Long.....	.25	.30	.25	.30

PIPE, GAS AND WATER—Black, ¼-inch, 7c foot; ½-inch, 8c; ¾-inch, 8c; 1-inch, 10c; 1½-inch, 12c; 2-inch, 18c; 2½-inch, 24c; 3-inch, 30c; 4-inch, 40c.

Galvanized—¼-inch, 9c foot; ½-inch, 10c; ¾-inch, 10c; 1-inch, 12c; 1½-inch, 15c; 2-inch, 22c; 2½-inch, 29c; 3-inch, 37c; 4-inch, 50c.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c; 8-inch, 45c; 9-inch, 45c; 10-inch, 45c; 11-inch, 45c; 12-inch, 45c; 13-inch, 45c; 14-inch, 45c; 15-inch, 45c; 16-inch, 45c; 17-inch, 45c; 18-inch, 45c; 19-inch, 45c; 20-inch, 45c; 21-inch, 45c; 22-inch, 45c; 23-inch, 45c; 24-inch, 45c; 25-inch, 45c; 26-inch, 45c; 27-inch, 45c; 28-inch, 45c; 29-inch, 45c; 30-inch, 45c; 31-inch, 45c; 32-inch, 45c; 33-inch, 45c; 34-inch, 45c; 35-inch, 45c; 36-inch, 45c; 37-inch, 45c; 38-inch, 45c; 39-inch, 45c; 40-inch, 45c; 41-inch, 45c; 42-inch, 45c; 43-inch, 45c; 44-inch, 45c; 45-inch, 45c; 46-inch, 45c; 47-inch, 45c; 48-inch, 45c; 49-inch, 45c; 50-inch, 45c; 51-inch, 45c; 52-inch, 45c; 53-inch, 45c; 54-inch, 45c; 55-inch, 45c; 56-inch, 45c; 57-inch, 45c; 58-inch, 45c; 59-inch, 45c; 60-inch, 45c; 61-inch, 45c; 62-inch, 45c; 63-inch, 45c; 64-inch, 45c; 65-inch, 45c; 66-inch, 45c; 67-inch, 45c; 68-inch, 45c; 69-inch, 45c; 70-inch, 45c; 71-inch, 45c; 72-inch, 45c; 73-inch, 45c; 74-inch, 45c; 75-inch, 45c; 76-inch, 45c; 77-inch, 45c; 78-inch, 45c; 79-inch, 45c; 80-inch, 45c; 81-inch, 45c; 82-inch, 45c; 83-inch, 45c; 84-inch, 45c; 85-inch, 45c; 86-inch, 45c; 87-inch, 45c; 88-inch, 45c; 89-inch, 45c; 90-inch, 45c; 91-inch, 45c; 92-inch, 45c; 93-inch, 45c; 94-inch, 45c; 95-inch, 45c; 96-inch, 45c; 97-inch, 45c; 98-inch, 45c; 99-inch, 45c; 100-inch, 45c; 101-inch, 45c; 102-inch, 45c; 103-inch, 45c; 104-inch, 45c; 105-inch, 45c; 106-inch, 45c; 107-inch, 45c; 108-inch, 45c; 109-inch, 45c; 110-inch, 45c; 111-inch, 45c; 112-inch, 45c; 113-inch, 45c; 114-inch, 45c; 115-inch, 45c; 116-inch, 45c; 117-inch, 45c; 118-inch, 45c; 119-inch, 45c; 120-inch, 45c; 121-inch, 45c; 122-inch, 45c; 123-inch, 45c; 124-inch, 45c; 125-inch, 45c; 126-inch, 45c; 127-inch, 45c; 128-inch, 45c; 129-inch, 45c; 130-inch, 45c; 131-inch, 45c; 132-inch, 45c; 133-inch, 45c; 134-inch, 45c; 135-inch, 45c; 136-inch, 45c; 137-inch, 45c; 138-inch, 45c; 139-inch, 45c; 140-inch, 45c; 141-inch, 45c; 142-inch, 45c; 143-inch, 45c; 144-inch, 45c; 145-inch, 45c; 146-inch, 45c; 147-inch, 45c; 148-inch, 45c; 149-inch, 45c; 150-inch, 45c; 151-inch, 45c; 152-inch, 45c; 153-inch, 45c; 154-inch, 45c; 155-inch, 45c; 156-inch, 45c; 157-inch, 45c; 158-inch, 45c; 159-inch, 45c; 160-inch, 45c; 161-inch, 45c; 162-inch, 45c; 163-inch, 45c; 164-inch, 45c; 165-inch, 45c; 166-inch, 45c; 167-inch, 45c; 168-inch, 45c; 169-inch, 45c; 170-inch, 45c; 171-inch, 45c; 172-inch, 45c; 173-inch, 45c; 174-inch, 45c; 175-inch, 45c; 176-inch, 45c; 177-inch, 45c; 178-inch, 45c; 179-inch, 45c; 180-inch, 45c; 181-inch, 45c; 182-inch, 45c; 183-inch, 45c; 184-inch, 45c; 185-inch, 45c; 186-inch, 45c; 187-inch, 45c; 188-inch, 45c; 189-inch, 45c; 190-inch, 45c; 191-inch, 45c; 192-inch, 45c; 193-inch, 45c; 194-inch, 45c; 195-inch, 45c; 196-inch, 45c; 197-inch, 45c; 198-inch, 45c; 199-inch, 45c; 200-inch, 45c; 201-inch, 45c; 202-inch, 45c; 203-inch, 45c; 204-inch, 45c; 205-inch, 45c; 206-inch, 45c; 207-inch, 45c; 208-inch, 45c; 209-inch, 45c; 210-inch, 45c; 211-inch, 45c; 212-inch, 45c; 213-inch, 45c; 214-inch, 45c; 215-inch, 45c; 216-inch, 45c; 217-inch, 45c; 218-inch, 45c; 219-inch, 45c; 220-inch, 45c; 221-inch, 45c; 222-inch, 45c; 223-inch, 45c; 224-inch, 45c; 225-inch, 45c; 226-inch, 45c; 227-inch, 45c; 228-inch, 45c; 229-inch, 45c; 230-inch, 45c; 231-inch, 45c; 232-inch, 45c; 233-inch, 45c; 234-inch, 45c; 235-inch, 45c; 236-inch, 45c; 237-inch, 45c; 238-inch, 45c; 239-inch, 45c; 240-inch, 45c; 241-inch, 45c; 242-inch, 45c; 243-inch, 45c; 244-inch, 45c; 245-inch, 45c; 246-inch, 45c; 247-inch, 45c; 248-inch, 45c; 249-inch, 45c; 250-inch, 45c; 251-inch, 45c; 252-inch, 45c; 253-inch, 45c; 254-inch, 45c; 255-inch, 45c; 256-inch, 45c; 257-inch, 45c; 258-inch, 45c; 259-inch, 45c; 260-inch, 45c; 261-inch, 45c; 262-inch, 45c; 263-inch, 45c; 264-inch, 45c; 265-inch, 45c; 266-inch, 45c; 267-inch, 45c; 268-inch, 45c; 269-inch, 45c; 270-inch, 45c; 271-inch, 45c; 272-inch, 45c; 273-inch, 45c; 274-inch, 45c; 275-inch, 45c; 276-inch, 45c; 277-inch, 45c; 278-inch, 45c; 279-inch, 45c; 280-inch, 45c; 281-inch, 45c; 282-inch, 45c; 283-inch, 45c; 284-inch, 45c; 285-inch, 45c; 286-inch, 45c; 287-inch, 45c; 288-inch, 45c; 289-inch, 45c; 290-inch, 45c; 291-inch, 45c; 292-inch, 45c; 293-inch, 45c; 294-inch, 45c; 295-inch, 45c; 296-inch, 45c; 297-inch, 45c; 298-inch, 45c; 299-inch, 45c; 300-inch, 45c; 301-inch, 45c; 302-inch, 45c; 303-inch, 45c; 304-inch, 45c; 305-inch, 45c; 306-inch, 45c; 307-inch, 45c; 308-inch, 45c; 309-inch, 45c; 310-inch, 45c; 311-inch, 45c; 312-inch, 45c; 313-inch, 45c; 314-inch, 45c; 315-inch, 45c; 316-inch, 45c; 317-inch, 45c; 318-inch, 45c; 319-inch, 45c; 320-inch, 45c; 321-inch, 45c; 322-inch, 45c; 323-inch, 45c; 324-inch, 45c; 325-inch, 45c; 326-inch, 45c; 327-inch, 45c; 328-inch, 45c; 329-inch, 45c; 330-inch, 45c; 331-inch, 45c; 332-inch, 45c; 333-inch, 45c; 334-inch, 45c; 335-inch, 45c; 336-inch, 45c; 337-inch, 45c; 338-inch, 45c; 339-inch, 45c; 340-inch, 45c; 341-inch, 45c; 342-inch, 45c; 343-inch, 45c; 344-inch, 45c; 345-inch, 45c; 346-inch, 45c; 347-inch, 45c; 348-inch, 45c; 349-inch, 45c; 350-inch, 45c; 351-inch, 45c; 352-inch, 45c; 353-inch, 45c; 354-inch, 45c; 355-inch, 45c; 356-inch, 45c; 357-inch, 45c; 358-inch, 45c; 359-inch, 45c; 360-inch, 45c; 361-inch, 45c; 362-inch, 45c; 363-inch, 45c; 364-inch, 45c; 365-inch, 45c; 366-inch, 45c; 367-inch, 45c; 368-inch, 45c; 369-inch, 45c; 370-inch, 45c; 371-inch, 45c; 372-inch, 45c; 373-inch, 45c; 374-inch, 45c; 375-inch, 45c; 376-inch, 45c; 377-inch, 45c; 378-inch, 45c; 379-inch, 45c; 380-inch, 45c; 381-inch, 45c; 382-inch, 45c; 383-inch, 45c; 384-inch, 45c; 385-inch, 45c; 386-inch, 45c; 387-inch, 45c; 388-inch, 45c; 389-inch, 45c; 390-inch, 45c; 391-inch, 45c; 392-inch, 45c; 393-inch, 45c; 394-inch, 45c; 395-inch, 45c; 396-inch, 45c; 397-inch, 45c; 398-inch, 45c; 399-inch, 45c; 400-inch, 45c; 401-inch, 45c; 402-inch, 45c; 403-inch, 45c; 404-inch, 45c; 405-inch, 45c; 406-inch, 45c; 407-inch, 45c; 408-inch, 45c; 409-inch, 45c; 410-inch, 45c; 411-inch, 45c; 412-inch, 45c; 413-inch, 45c; 414-inch, 45c; 415-inch, 45c; 416-inch, 45c; 417-inch, 45c; 418-inch, 45c; 419-inch, 45c; 420-inch, 45c; 421-inch, 45c; 422-inch, 45c; 423-inch, 45c; 424-inch, 45c; 425-inch, 45c; 426-inch, 45c; 427-inch, 45c; 428-inch, 45c; 429-inch, 45c; 430-inch, 45c; 431-inch, 45c; 432-inch, 45c; 433-inch, 45c; 434-inch, 45c; 435-inch, 45c; 436-inch, 45c; 437-inch, 45c; 438-inch, 45c; 439-inch, 45c; 440-inch, 45c; 441-inch, 45c; 442-inch, 45c; 443-inch, 45c; 444-inch, 45c; 445-inch, 45c; 446-inch, 45c; 447-inch, 45c; 448-inch, 45c; 449-inch, 45c; 450-inch, 45c; 451-inch, 45c; 452-inch, 45c; 453-inch, 45c; 454-inch, 45c; 455-inch, 45c; 456-inch, 45c; 457-inch, 45c; 458-inch, 45c; 459-inch, 45c; 460-inch, 45c; 461-inch, 45c; 462-inch, 45c; 463-inch, 45c; 464-inch, 45c; 465-inch, 45c; 466-inch, 45c; 467-inch, 45c; 468-inch, 45c; 469-inch, 45c; 470-inch, 45c; 471-inch, 45c; 472-inch, 45c; 473-inch, 45c; 474-inch, 45c; 475-inch, 45c; 476-inch, 45c; 477-inch, 45c; 478-inch, 45c; 479-inch, 45c; 480-inch, 45c; 481-inch, 45c; 482-inch, 45c; 483-inch, 45c; 484-inch, 45c; 485-inch, 45c; 486-inch, 45c; 487-inch, 45c; 488-inch, 45c; 489-inch, 45c; 490-inch, 45c; 491-inch, 45c; 492-inch, 45c; 493-inch, 45c; 494-inch, 45c; 495-inch, 45c; 496-inch, 45c; 497-inch, 45c; 498-inch, 45c; 499-inch, 45c; 500-inch, 45c; 501-inch, 45c; 502-inch, 45c; 503-inch, 45c; 504-inch, 45c; 505-inch, 45c; 506-inch, 45c; 507-inch, 45c; 508-inch, 45c; 509-inch, 45c; 510-inch, 45c; 511-inch, 45c; 512-inch, 45c; 513-inch, 45c; 514-inch, 45

RETAIL SELLING PRICES—Continued.

POLISHES—Continued.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 70c;
2 pound, \$1.40; 5 pound, \$3.00.
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart
\$1.25.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c;
Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;
1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c;
10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P
Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk,
25c; 2, Black Eagle, 20c; 10 E, Enamelina, 15c.
Pasta, No. 5, Black Silk, 15c each; 10, Black Silk, 20c;
20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black
Eagle, \$1.40; 4 E, Enamelina, 10c; 6 E, Enamelina, 15c;
75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire

Gasoline, C. & L.	8 Quart.....	1.10
1.....	10 Quart.....	1.40
5.....	12 Quart.....	1.50
21.....	16 Quart.....	1.75
71.....	Tin—	
73.....	4 Quart.....	.55
77.....	6 Quart.....	.55
221.....	8 Quart.....	.55
Watering Galvanized	10 Quart.....	1.00
4 Quart.....		.35
6 Quart.....		1.00

PULLERS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.35; Red
Devil, \$2.00; Morrilla, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ½, 10c
each; ¾, 10c each; 1, 15c each; 1 ¼, 25c each; 1 ½, 40c
each. No. 370, ½ inch, 25c each; 1, 40c each.
Brass side, No. 1150, ½ inch, 25c each; ¾, 30c each. No.
1170, ½ inch, 30c each; ¾, 35c each.
Brass Upright, No. 500, 25c each.
Clothes Line, No. 610, 2 15c each; 3 ¼ 30c each; 660, 15c
each; 670, 15c each; 1610, 2 15c each; 2 ½ 25c each;
1660, 20c each; 1670, 25c each; 6850 G, 85c each; 6500,
55c each.
Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each;
46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5,
70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

No. 5.....	Prouty	Feet, \$.18
No.	Richards-Wilcox	Feet
9.....	Foot No.	Foot
182, 0132.....	.50	16,019.....
	.50	150.....

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12,
90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12,
95c; 14, \$1.85; 16, \$1.80. Half round cabinet, 8, 75c;
10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

No.	Eveready	No.
700, each.....	\$1.00	706 B, Blades, Pkg... \$.40
2, each.....	8.00	
	Gam	
800, each.....	1.00	800 B, Blades, Pkg... .50
	Enders	
900, each.....	1.00	900 B, Blades, Pkg... .25
	Durham Domino	
1000, each.....	1.00	1000 B, Blades, Pkg.. .50
	Gillette	
00, each.....	\$7.50	480, each.....
460, each.....	5.00	500, each.....
460 B, each.....	5.00	500 B, each.....
470, each.....	5.00	501, each.....
501 B, each.....	6.00	6 X B Blades, Pkg.. .50
12 X B Blades, Pkg..	1.00	
	Auto Strop	
1, set.....	5.00	2541, set.....
15, set.....	6.00	600 B Blades, Pkg.. 1.00
25, set.....	6.50	600 ½ B Blades, Pkg.. .50
251, set.....	5.00	

REGISTERS—

Jap 6x8.....	\$1.55	White 6x8.....	\$1.55
Jap 8x10.....	1.65	White 8x10.....	2.00
Jap 10x12.....	2.40	White 10x12.....	2.90
Jap 10x14.....	3.15	White 10x14.....	3.80
Jap 12x14.....	4.85	White 12x14.....	5.35

REGISTER FACES—

Jap 6x8.....	\$1.00	White 6x8.....	\$1.30
Jap 8x10.....	1.10	White 8x10.....	1.45
Jap 10x12.....	1.70	White 10x12.....	2.30
Jap 10x14.....	2.30	White 10x14.....	2.85
Jap 12x14.....	2.80	White 12x14.....	3.65

REVOLVERS—

Colts, Model	Each		Each
Pocket Positive.....	\$15.00		
Police Positive.....	16.00		
Police Positive Special.....	17.00		
Police Positive Target.....	18.00		
Army Special.....	\$18.00		
New Service.....	20.00		
Single Action.....	18.00		
		Harrington & Richardson	
		303, 233.....	8.00
		303 B, 233 B.....	8.50
		304, 224.....	8.50
		304 B, 224 B.....	9.00
		363, 273.....	9.00

Each		Each
262 B, 273 B.....	9.50	344 B, 354 B.....
264, 274.....	9.50	360 B, 365 B.....
264 B, 274 B.....	10.00	
Iver Johnson		Smith & Wesson
300, 303, 323.....	12.00	1905 Military, Police.....
300 B, 303 B, 323 B.....	12.50	Regulation Police.....
304, 324.....	12.50	1905 Hand Ejector.....
304 B, 324 B.....	13.00	38 S. & W. Perfected.....
343, 353.....	13.00	1908 Military.....
343 B, 353 B.....	13.50	1911 Target.....
344, 354.....	13.50	New Departure 32.....
		New Departure 38.....

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98,
10c box.

Tinners', in Papers—Black; List; tinned, list.
Tinners', in Kegs—Black, all sizes, 28c lb.; tinned, 3, 35c;
3 ½, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

RIFLES—No. and Model—

Each		16 A TD—Standard ..	\$2.75
Daisy Air		Stevens	
25.....	\$ 4.25	Little Scout.....	5.00
40.....	4.25	Crack Shot.....	6.50
8.....	2.65	Marksmen.....	8.00
30.....	\$ 2.25	Favorite.....	9.50
11.....	1.50	70 TD—22.....	15.00
12.....	1.35	Winchester	
King Air		1886 SF—Round Brl..	26.00
4.....	2.25	TD—Round Brl..	42.00
5.....	2.65	1890 TD—Oct'gn F'cy	42.50
21.....	1.35	TD—Oct'gn Plain	22.50
22.....	1.50	1892 SF—Round Brl.	25.50
Marlin		SF—Octagon Brl.	27.00
30 TD—Octagon Brl.	17.50	SF—Carbine.....	24.00
37 TD—Round Brl.	20.50	TD—Octagon Brl.	35.00
TD—Octagon Brl.	33.00	1894 SF—Round Brl.	27.50
39 TD—Round Brl.	15.50	SF—Octagon Brl.	29.50
1897 TD—Round Brl.	21.50	SF—Carbine.....	25.50
TD—Octagon Brl.	23.50	TD—Octagon Brl.	25.25
Remington		1895 SF.....	38.00
4 TD—Octagon Brl.	11.00	1895—Gov't Model ..	41.00
6 TD—Round Barrel.	7.60	1895 TD.....	44.00
8 A TD—Round Brl.	45.00	1902 TD—22.....	7.50
12 TD—Round Barrel.	18.20	1903 TD—Plain.....	22.00
TD—Octagon Brl.	20.30	TD—Fancy.....	56.00
14 A TD—Standard ..	22.85	1906 TD.....	21.00
TD—Carbine.....	23.75	1907 TD.....	40.00

ROPE—Cotton Thread—Size 8-16, 75c lb.; ¼ to 5-16, 75c;
¾ to ¾, 75c; 1, 80c.
Manila—Base, 42c lb.; Sisal, Base, 35c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (36) 85c each;

RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each;
No. 372 (36 ¼) 70c; 378 (3) \$1.15; 386 (32) 70c; 388
(32 ½) 95c; 465 (68) 80c; 488 (57) 60c; 551 (68) 90c;
702 (18) 40c; 751 (61) 30c; 782 (70) 40c; 783 B (7)
\$1.10; 771 (84) 65c; 780 (62 ½) 80c; 781 (63) 80c; 861
A (58 ½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 ½)
60c; 8851 Y (66) 60c; 8861 (66 ½) 70c; 8881 (66 ½)
\$1.40.

Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Black-
smith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c;
4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each;
No. 806 F, 70c; 8518 (08), 40c; 8514 (04) 15c;
8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05;
8523 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c;
8526 (406 F), 75c; 8513 (108), 50c; 8515 (105) 75c;
8516 (106), 90c; 8524 (854 F), 60c; 8526 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	Rip
7.....	\$1.90	\$2.00	\$2.15	\$2.35	\$2.35	\$1.60
D-8 and 1874.....	2.35	2.50	2.60	2.70	2.85	3.10
16.....	2.35	2.50	2.60	2.70	2.85	3.10
12.....	2.70	2.85	3.05	3.25	3.45	3.70
112.....	2.80	2.95	3.20	3.35	3.60	3.85
D-21 and 22.....	2.50	2.65	2.85	3.05	3.25	3.50
D-20 and 23.....			2.85	3.05	3.25	3.50
D-100.....	2.50		2.85	3.05	3.25	3.50
120.....	3.15	3.25	3.40	3.60	3.75	4.00
D-115 and 15.....	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

	Simonds	Disston	Royal	Chinook C.C.	Chinook C.C.
3 ½ ft.....	\$3.85	\$3.50	6 ft.....	\$9.60	5 ½ \$5.75
4 ft.....	3.85	4.00	6 ½ ft.....	10.80	6 6.50
4 ½ ft.....	4.30	4.50	7.....	12.00	6 ½ 7.80
5 ft.....	4.80	5.00	7 ½.....	13.25	7 8.15
					7 ½ 9.50

Simonds Felling same price as Royal Chinook C. C.

Atkins No. 400 and 401—		
28 in.....	\$6.35	22 in.....
26 in.....	5.50	20 in.....
24 in.....	5.20	18 in.....
Atkins No. 68 and 69—		
28 in.....	\$3.60	22 in.....
26 in.....	3.15	20 in.....
24 in.....	2.90	18 in.....

Atkins No. 53, 51 and 65—		
28 in.....	\$3.30	22 in.....
26 in.....	2.90	20 in.....
24 in.....	2.75	18 in.....

RETAIL SELLING PRICES—Continued.

Atkins No. 64—	22 in.....	8.00	668½, \$1.60; 664, \$1.65; 763, \$1.05; 763½, \$1.10; 764, \$1.15; 764½, \$1.20; 765, \$1.25; 765½, \$1.30; 766, \$1.35; 773, \$1.10; 773½, \$1.15; 774, \$1.20; 814, \$1.30; 814½, \$1.35; 815, \$1.30; 815½, \$1.35; 816, \$1.45.
SAWS—Continued. Hand—	20 in.....	2.70	SCCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L, \$2.40; 744 L, \$2.50; 746 L, \$2.60.
26 in.....	18 in.....	2.40	D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.05; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.35; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.
24 in.....	Atkins No. 66 and 67—		The last figure in the number of a scap shows its size.
28 in.....	22 in.....	2.65	SCREWS—Iron Bench—
26 in.....	20 in.....	2.50	¾.....\$1.00
24 in.....	18 in.....	2.30	¾.....1.10
Atkins No. 70—	24-inch	2.50	1.....1.20
28 in.....	26-inch	2.85	Wood Hand—
26 in.....	28-inch	3.25	6 inch.....\$.45
24 in.....	30-inch	3.65	8 inch......65
No. 5 Simonds, No. 13 Dis-	22-inch	2.50	10 inch......85
ton or No. 69 Atkins.	24-inch	2.65	12 inch......95
20-inch.....	26-inch	2.75	Jorgensen—
22-inch.....	28-inch	2.85	No. 0.....\$1.15
No. 8 Simonds, No. D8	No. 4 Simonds or No. 120		No. 1.....1.25
Disston or No. 51	Disston.		No. 2.....1.50
Atkins.	26-inch.....	\$4.00	SCREWS—Wood—
20-inch.....	28-inch.....	4.35	Contr. Broken
22-inch.....	No. 112 Disston.		Flat Hd. Brt.—Small Quant.
24-inch.....	26-inch.....	\$8.35	5c Dozen to \$1.00 List
26-inch.....	28-inch.....	8.50	10c Dozen to 2.00 List
28-inch.....	Butcher No. 10, 16 in.	1.35	15c Dozen to 3.00 List
30-inch.....	18 in.....	1.35	20c Dozen to 4.00 List
No. D100 or No. D20	20 in.....	1.50	25c Dozen to 5.00 List
Disston.	22 in.....	1.65	30c Dozen to 6.00 List
26-inch.....	Kitchen No. 2, 12 in.	.45	35c Dozen to 7.00 List
28-inch.....	14 in.....	.55	Retall
No. 120 or No. 120	16 in.....	.65	Contr's. by des.
Disston.	Mitre 24 in.....	3.50	.....list Plus 25%
26-inch.....	26 in.....	3.75	Cap V thread.....list Plus 25%
28-inch.....	28 in.....	4.35	Cap SAE.....list Plus 25%
No. 112 Disston.	30 in.....	5.00	Set.....list Plus 25%
26-inch.....	Nest Complete No. 8.	1.50	Machine Iron 30% off list.
28-inch.....			Machine Brass.....list Plus 30%
No. 112 Disston.			Nuts for Machine Screws—Iron, add 20% to List Price;
26-inch.....			Brass, 40% to List Price.
28-inch.....			Bench—Iron—1-inch, \$1.00; 1½-inch, \$1.25; 1¾-in.
No. 112 Disston.			\$1.50; 1½-inch, \$2.25. Wood—2-inch, \$1.25.
26-inch.....			SCREW DRIVERS—Yankee—30, \$2.75; 35,
28-inch.....			\$1.50; 180, \$2.35; 131, \$2.90.
No. 112 Disston.			SCREW DRIVERS—G. & P.—267—1¼, 35c; 3, 40c; 4, 45c.
26-inch.....			SCYTHES—Bush—
28-inch.....			No. Each No. Each
No. 112 Disston.			400.....\$2.40 200.....2.35
26-inch.....			450.....2.35 250.....2.35
28-inch.....			Weed 100.....2.35
No. 112 Disston.			300.....2.40 150.....2.35
26-inch.....			350.....2.35
28-inch.....			STEEL—Mild—See Iron. Tool. 30c; Drill, Com., 20c.
No. 112 Disston.			STEEL GOODS—Forks, Alfalfa—Aol84½, \$2.00 each; Aol18,
26-inch.....			\$2.00 each.
28-inch.....			Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D,
No. 112 Disston.			\$2.00; Bo50D, \$2.75.
26-inch.....			Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.
28-inch.....			Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65
No. 112 Disston.			each; o 3155½B, \$1.75; o 3164½, \$1.80; o 3165, \$1.85;
26-inch.....			o 3165½, \$2.00.
28-inch.....			Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.35;
No. 112 Disston.			Ro155½, \$2.35; Ro156, \$2.35; Ro164½, \$2.40; Ro165,
26-inch.....			\$2.50; Ro165½, \$2.50; Ro166, \$2.60; Ro165, \$2.35;
28-inch.....			Ro155½, \$2.35.
No. 112 Disston.			Forks, Manure—No. o4D, \$1.80 each; o5DX, \$1.90; o5D,
26-inch.....			\$2.00; o6DX, \$2.15; o6D, \$2.35; 44Z, \$1.20; 44X, \$1.40;
28-inch.....			44½X, \$1.45; 54½X, \$1.70; 64½X, \$2.00; o44½X, \$1.50;
No. 112 Disston.			o44X, \$1.55; o44½X, \$1.60; o44½, \$1.65; o54½X, \$1.85;
26-inch.....			o54½, \$2.00; o64½X, \$2.10; o64½, \$2.25.
28-inch.....			Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; oLDX,
No. 112 Disston.			\$1.60; L4X, \$1.45; oL4X, \$1.55; o5H4, \$2.50; Jo4, \$2.00;
26-inch.....			JoW, \$2.50.
28-inch.....			Hoes, Weeding—No. A, \$1.35 each; 1P, 50c each; 2P, 60c
No. 112 Disston.			3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, \$1.35;

(Continued on page 167)

STEEL GOODS—

Potato Forks.		Fish Forks.		Riveted.		Snaths		Mortar.		Floral Sets.	
P064	\$1.70	IF	\$.75	RA	.40	50	\$1.35	9	\$1.15	1	.50
P06D	1.85					100	1.50	S10	1.35	2	.55
Sluice Forks.		Stone.		Socket.		Smith's Hoes.		M210		3PT	
208	\$2.25	HH4	1.65	G078	.95			M29	1.35	4PSF	1.85
210	2.50	99R	2.25	G078X	.90	50A	\$1.00		1.25	4PSF	2.50
212	2.75										
Coke Forks.		Warren Hoes.		Beebe.		Nursery.		Invincible.		Floral Shovels.	
710	\$3.00	W7	1.10	BB6	.90	No. 7	1.00	19C5	\$1.10	FSD	.80
712	8.25	W7 1/2	1.15	BB6 1/2	.95			914	2.50	TY4	.65
714	8.75	W8	1.20	A	1.15	GE2-0	.90				
Shavings Forks.		Ladies.'		Mattock.		German.		Turf.		Floral Rakes.	
806L	2.15	LY5	.65	DE3	.75	AE3	.65	Edger	\$1.00	GR6	.45
						AE5	.75	Spuds	.30	Olam Rakes.	
						Dock	.75	Cutter	\$1.25	1120	3.25

RETAIL SELLING PRICES—Continued.

(Continued from page 166)

Hooks, Manure—No. M40, \$1.85 each.
Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00;
16, \$1.15.
Rakes, Hay, Wood—No. 01, 50c each.
Rakes, Lawn—No. 86LR, \$1.15 each; 120R, 65c; 124R,
65c; 2046, \$1.15.
Rakes, Mallesable—No. 10BM, 50c each; 10SM, 50c; 12BM,
65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.
Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13,
\$1.25; SB14, 90c; B15, \$1.85; SB16, \$1.00.

SHEARS—Grass

	Each	Each
1	.45	0267
26	.50	460
6 1/2	.70	07 1/2
097	1.80	11 G

SHEARS—Dressmakers', Etc., Wiss

No.	Each	No.	Each
180	\$2.60	189	2.00
186	1.25	190 L	2.45
186 1/2	1.85	198	1.60
187	1.45	199	2.00
187 1/2	1.50	847	1.65
187 1/2 L H	1.90	847 1/2	1.75
188	1.60	848	1.80
188 L H	2.00	447	1.80
188 1/2	1.65	447 1/2	1.90
189	2.00	448	2.05
147	1.45	1080	2.45
147 1/2	1.55	1086	1.25
148	1.60	1086 1/2	1.35
148 1/2	1.65	1087	1.45
180	2.45	1087 1/2	1.55
182	8.00	1088	1.60
184	8.80	1088 1/2	1.65
186	4.90	1089	2.00

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 c lb.; 18
to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c. Black
Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 22, 13c.
For cutting sheets, add 10% to above. Corrugated—Flat,
28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50;
Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-30, 22-24, 26, 27, 28, 30
gauges, 16c cut, 12c full sheet.
Galvanized Flat, 12-14, 18-20, 22-24, 26, 27, 28, 30
gauges, 20c cut, 14c full sheet.
Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-
gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.
Painted, Corrugated, 28-gauge, 6 to 10 feet, open.

SHIELDS—

	% each	% each
Diamond—Expansion		
3-16, each	.05	
1/4, each	.06	
5-16, each	.07	
3/8, each	.08	
1/2, each	.12	
3/4, each	.15	
Diamond—Lead		
1/4 x 1/4, each	.04	
3-16 x 1/4, each	.04	
3-16 x 1/2, each	.04	
1/2 x 1/2, each	.06	
1/2 x 1, each	.06	
5-16 x 1, each	.07	

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb.
Mule—No. 00 & 0, 13c lb.; 1, 11 1/2c; 2 & larger, 11c.
Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

SHOT—Air Rifle, No. 35 (bulk), 30c lb.; No. 125 (1-lb. bags),
20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 8, 60, 600
20c lb. Buck, Nos. 1, 2, 3, 30c lb. Drop, Nos. 1, to 12, 20c
lb.; B, BB, BBB, 30c lb.

SHOWELS—D Handle, Round Point, No. 102, \$2.60 each; 201,
\$2.25; 401, \$1.90; 1008, \$2.15; 1004, \$2.25; 1005, \$2.50.
D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25;
307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010,
\$2.25; 1111, \$2.15; 1112, \$2.25.
Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25;
400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800,
\$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.
Long Handle, Square Point, No. 103, \$2.60 each; 202, \$2.25;
304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007,
\$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDs—Hand and Coaster.

	Jr. Racer	Racer	Tux. Racer	Fire Fly
Flexible Flyer—				
No. 1	\$3.00			
No. 2	8.50			
No. 3	4.50			
No. 4	5.50			
No. 5	7.50			
No. 6	15.00			
No. 7				
No. 8				
No. 9				
No. 10				
No. 11				
No. 12				

SMOOTH-ON—75c lb.

SOLDER—1/4 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping,
40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60,
65c lb.

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair;
W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.35; W11,
\$1.85; W12, \$1.50.
Wiss, Curved Blade—No. W6 1/2 OB, \$6.25 pair; W7 OB,
\$5.25; W8 OB, \$4.50; W9 OB, \$4.00; W10 OB, \$3.65; W11 OB,
\$3.00; W12 OB, \$2.65.

SQUARES, STEEL—

No.	Each	No.	Each
3	2.25	24	1.40
8 B, 8 G	3.00	27	1.75
10	1.50	100	2.65
14	2.10	100 A	4.00
14 B, 14 G	2.75	100 B, 100 G	3.25
22	1.25	100 O R	4.00
100 G V R	3.75	100 R G T D	4.00
100 R	3.75	101	2.50
100 R B T D	4.00	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.55
2 9	1.10	20 6	.75
12 4	.60	20 7 1/2	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.35

STONES, SHARPENING—Aloxite or Carborundum—No. 107,

\$1.50 each; 108, \$1.75; 109, \$1.35; 110, \$1.50; 111, \$1.00;
112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 123,
\$1.00; 124 to 126, 80c; 128 to 135, \$1.25; 136 to 138,
75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16,
10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42,
35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00;
55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66,
\$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92,
50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.50; 42, 20c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254,
\$4.50; Barnes No. 276, \$7.00.

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished,
7 1/2 c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
Calliper Rules, 40% above list.
Thickness Gauges, 40% above list.
Steel Tables, 40% above list.
All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—

69..\$1.75 69B..\$1.50 247..\$2.00 5..\$.50 14..\$2.00

STOCKS & DIES—

Green River List plus 25%		Common No. 1 pipe..\$7.75
Little Giant, List plus 25%		No. 2.....9.90
Armstrong No. 1 pipe \$5.55		Stocks Only—
No. 2.....7.90		Common No. 1 Pipe \$2.75
No. 3.....8.50		Common No. 2 Pipe 4.75
No. 3, 1 1/4 to 2.....12.00		Armstrong No. 2.....3.50
No. 3, 1 to 2.....15.60		No. 3.....5.30

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or		
No. 20 Lever Handle—		
1/4 inch.....\$1.25	1/4 inch.....	2.00
1/2 inch.....1.75	1/2 inch.....	3.00
No. 30 High Grade "Cap" Pattern T or Lever Handle—		
Rough Brass, Iron Pipe Threads		
1/4 inch.....\$1.50	1/4 inch.....	2.50
1/2 inch.....2.10	1/2 inch.....	3.75

STOVES—Common Air-Tights—

No. 16 Unlined.....\$2.25	No. 22 Lined.....	\$4.50
No. 18 Unlined.....2.00	No. 24 Lined.....	5.00
No. 20 Lined.....4.00	No. 26 Lined.....	6.00

STRIP—Weather—Rubber, 1/4-in. 8c per ft; 1/2-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in.	Price	No. in.	Price
1	\$1.50	2	\$2.00
3		4	\$2.75

SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.00
each; Club (N), \$11.00 each; Grand Rapids (N), \$5.50
each; Grand Rapids (J), \$4.75 each; Parlor Queen (N),
\$6.50 each; Princess (N), \$5.75 each; Superba (N), \$7.50
each; Universal (N), \$5.25 each; Universal (J), \$4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Out—3, 35c
lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 484 Out, or 484 Wire 1/4 lb. papers—3, 10c
box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out,
or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6,
7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—
3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—No. 824, 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.
Upholsterers'—No. 804 Out, 1/4 lb. papers—1 1/2 15c box;
2, 15c; 2 1/2, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c;
12 to 16, 10c. No. 805 Out, or 355 Wire in bulk—3, 35c
lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued, 1/4 lb. papers—9, 5c box; 10, 5c;
11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210,
30c; 211, 30c; 212, 30c.

RETAIL SELLING PRICES—Continued.

TAPS—Machine Hand—

1-16 to 15-64.....	80%
¼ to 1.....	80%
1-16 to 2.....	20%
Left Hand Dbl list plus 20%	
Machine Screw—	
1½ to 12.....	85%
14 to 24.....	85%
Machine Nut—	
3-16 to 1.....	80%

TAPES—

Starrett	Lufkin
No. 510, 25-ft. 260	\$3.85
No. 510, 50-ft. 268	4.85
No. 510, 75 ft. 265	6.15
No. 510, 100-ft. 266	7.75
No. 505, 25-ft. 240	3.25
	555 4.75
	556 6.00
	100 4.00
	108 5.00

TEES—Stove Pipe—Cylinder—

Asbestos 6-inch—	
6x4, each.....	\$.90
6x6, each.....	1.25
6x8, each.....	1.65
8x6, each.....	1.75

TENTS—

Size	8-oz.	10-oz.	Per Set
7x7	\$10.40	\$12.15	\$2.35
7x9	12.35	14.35	2.35
9x9	14.35	16.65	2.35
9½x12	16.75	19.55	2.35
12x14	22.50	26.25	2.90
12x18	27.75	32.45	3.20
14x16	29.50	34.65	3.20
14x20	36.65	42.55	3.20
16x18	40.25	47.35	3.20
16x20	44.85	51.75	3.50
16x24	50.50	58.75	7.80
16x30	61.10	71.25	8.45

A or Wedge—

5x7	6.50	7.55	1.95
7x7	8.20	9.55	2.25
7x9	9.80	11.50	2.60

Fly—½ price of tent. Pins, 8c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.35; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 5, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

No.	Boilers, Coffee	Each
017		\$1.45
018		1.60
019		1.75
027		1.65
028		1.85
029		2.10
351½		1.00
352		1.10
353		1.25
354		1.60
356		2.00

Boilers, Wash

8	8.50
9	9.25
028 A	3.50
28 A	3.75
29 A	4.00
0128 B	3.75
128 B	4.10
129 B	4.35
0228 B	4.15
229 B	4.85

Bowls, Wash

06½	.30
07	.35
08	.30
6½	.35
7	.40
8	.50

Buckets, Covered

11	.30
11½	.25
12	.30
13	.35
14	.40

Buckets, Dinner

1	.75
2	.95
3	1.25
04	1.35

1-16 to 2.....	20%
Stove Bolt—	
3-16	80%
¼ to ½.....	25%

Pipe—

¼ to 2.....	40%
2½ to 8.....	80%
8½ to 4.....	20%

No. 505, 50-ft. 243	\$4.00
No. 505, 75-ft. 245	5.25
No. 505, 100-ft. 246	6.75
Starrett.	Lufkin.
	550 8.00
	553 8.75
	105 6.25
	1260 8.60
	1263 4.50
	1265 5.75

Poles & Stakes

No.	8-oz.	10-oz.	Per Set
7x7	\$10.40	\$12.15	\$2.35
7x9	12.35	14.35	2.35
9x9	14.35	16.65	2.35
9½x12	16.75	19.55	2.35
12x14	22.50	26.25	2.90
12x18	27.75	32.45	3.20
14x16	29.50	34.65	3.20
14x20	36.65	42.55	3.20
16x18	40.25	47.35	3.20
16x20	44.85	51.75	3.50
16x24	50.50	58.75	7.80
16x30	61.10	71.25	8.45

Ladies

010	.25
012	.30
11	.30
29	.75

Measures

1	.20
2	.40
30	.15
83	.35
84	.40
85	.60
86	.80
122	.20
123	.25
124	.30
125	.45
126	.65

Moulds, All Kinds

1 Melon	1.35
2 Melon	1.50
2 Pudding	1.40
02	1.05
3 Melon	1.75
8 Pudding	1.60
08	1.15
4 Melon	2.10
08	.20
10 Jelly	.80
15 Jelly	.85
25 Jelly	.45
61 Cake	.50
061	.45
61½ Cake	.55
061½	.80
62 Cake	.60
062	.60
63	.75
063	.60
80	.25

Pails, Dairy

10	.85
12	.95
14	1.05
40	.35
50	.35
60	.40
80	.45
100	.50
104	1.35
105	1.25
120	.60
124	1.50
125	1.40
140	.65
144	1.60
145	1.50
200	1.05
220	1.10
240	1.30
410	1.40
412	1.50
414	1.60
512	2.75
514	2.35

Pans, Dish

8-IX Tin	.90
10	1.00
14	1.30

TONGS—Vulcan Chain—\$1, \$3.50; \$2, \$5.00; \$3, \$7.00; \$3½, \$9.00; \$4, \$11.00.

TORCHES—Alcohol, No. 28, \$3.50 each. Gasoline, No. 14, \$5.00 each; 87, \$8.50; 88, \$9.00; 91, \$10; 92, \$10.50; 48, \$12.00; 61, \$ 9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.

Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 35c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$2.35; 1 Onelda Jump, 30c; 1½ Onelda Jump, 40c; 2 Onelda Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 35c; Macabee, 35c; Easy Set, 35c; Newhouse, 25c; California Pocket, 35c. Mole—Eddick, \$1.10 each; Out-O-Sight, \$1.25.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 35c; Holden, 50c; Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holden, small 75c; Holden, large, \$1.00.

17	1.50
21	1.75
10-IXX Tin	1.30
14	1.50
17	1.75
21	2.00
17-IXXX Tin	2.10
21	2.50
30	3.50

Pans, Milk

300	IC, Plain	.10
300½	IC, Plain	.10
201	IC, Plain	.10
201½	IC, Plain	.15
202	IC, Plain	.15
203	IC, Plain	.20
204	IC, Plain	.25
205	IC, Plain	.30
206	IC, Plain	.30
208	IC, Plain	.35
2100	IC, Plain	.40
2120	IC, Plain	.45
300	IC, Ret.	.20
300½	IC, Ret.	.25
801	IC, Ret.	.25
301½	IC, Ret.	.30
302	IC, Ret.	.35
303	IC, Ret.	.40
304	IC, Ret.	.45
305	IC, Ret.	.50
306	IC, Ret.	.60
308	IC, Ret.	.70
3100	IC, Ret.	.80
3120	IC, Ret.	.90
504	IX, Ret.	.50
505	IX, Ret.	.60
506	IX, Ret.	.70
508	IX, Ret.	.60
510	IX, Ret.	.90
512	IX, Ret.	1.00

Pans, Muffin

6	.80
8	.85
9	.45
12	.55

Pots, Coffee

1	.35
1½	.40
2	.45
3	.55
4	.65
6	.90

Scoops

0	.20
000	.35
2	.45
3	.55
4	.65
12	.30
14	.35
20	.65
30	.75
40	1.00
164	2.25
165	2.75

Sifters, Flour

0	.35
1	.35
4	.40
5	.30
10	.30
50	.30
130	.30

TONGS—Vulcan Chain—\$1, \$3.50; \$2, \$5.00; \$3, \$7.00; \$3½, \$9.00; \$4, \$11.00.

TORCHES—Alcohol, No. 28, \$3.50 each. Gasoline, No. 14, \$5.00 each; 87, \$8.50; 88, \$9.00; 91, \$10; 92, \$10.50; 48, \$12.00; 61, \$ 9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.

Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 35c each; Balloon, 35c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$2.35; 1 Onelda Jump, 30c; 1½ Onelda Jump, 40c; 2 Onelda Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 35c; Macabee, 35c; Easy Set, 35c; Newhouse, 25c; California Pocket, 35c. Mole—Eddick, \$1.10 each; Out-O-Sight, \$1.25.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 35c; Holden, 50c; Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holden, small 75c; Holden, large, \$1.00.

RETAIL SELLING PRICES—Continued.

TROUGH—

Eaves—	5 inch, per doz.....	.85
4 in.....	6 inch, per doz.....	.40
5 in.....	End Caps—	
6 in.....	4 in.....	.15
Mitres—	5 in.....	.20
4 in.....	6 in.....	.25
5 inch.....	End Pc. Comp.—	
6 in.....	4 in.....	.25
Hangers—Wire—	5 in.....	.30
4 inch, per doz.....	6 in.....	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.
Disston, No. 10, 10½, \$1.75 each; 11, \$1.90 each; 11½, \$2.00 each; 12, \$2.25 each; 13, \$2.35 each; 14, \$2.65 each.
Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c.

TWINE—Sackin—¼-lb. hank, 20c.

TWINE—Cotton—Wrapping, \$1.00 lb.; Budding, \$1.00 lb.;
Flax—No. 18 B B, 50c lb.; 24 B B, 55c; 18 B C, 65c;
24 B C, 65c; 36 B C, 65c; 30 Sacking, 55c; 40 Sacking, 55c; 38 Sacking, 75c; 44 Sacking, 75c.
Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c; 1016Bc, 60c; 1024 Bc, 60c; 1036 Bc, 60c.

UNIVERSAL PLATES—Mild Steel Bars.

½-inch and thicker and wider than 6-inch... 9.25	cwt.
--	------

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—
¾.....	¾.....
¾.....	¾.....
¾.....	¾.....
¾.....	¾.....
¾.....	¾.....
1.....	1.....
1½.....	1½.....
1½.....	1½.....
2.....	2.....

VISES—Solid Box—Blacksmiths'—

Each	Each
35 lb.....	60 lb.....
40 lb.....	70 lb.....
45 lb.....	80 lb.....
50 lb.....	90 lb.....
55 lb.....	100 lb.....

WAGONS—Express.

Steel—	No. 30	7.00
No. 04.....	No. 40.....	7.50
No. 08.....	Wagners—	
No. 02.....	No. 18.....	6.50
No. 0.....	No. 20.....	7.50
No. 1.....	No. 24.....	8.50
No. 2.....	Mars—Wells—	
No. 3.....	No. 10.....	5.75
Coaster—Star.	No. 11.....	6.50
No. 10.....	No. 12.....	7.00
No. 20.....		

WASHERS—Cast Iron—Size ¼ to ¾, 9c lb.; ¾ to 2, 9c lb.; Angles, all sizes, 11c lb.

Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 22c lb.
Wrought Steel—Size 3-16, 20c lb.; ¼, 25c lb.; 5-16, 25c lb.; ¾, 20c lb.; 7-16, 20c lb.; ¾, 25c lb.; 9-16, 15c lb.; ¾, 15c lb.; ¾, 15c lb.; 1, 15c lb.

WASTE—Cotton—No. 6 X White, 20c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.

WATCHES—

Yankee.....	Junior.....	2.75
Triumph.....	Midget.....	2.75
Ellipse.....	Radcliffe.....	2.35

WAX—Floor, 60c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier N 11, 75c; No. 12, 85c. Kanstruk—Calf, 40c; Cow, 50c.

WEDGES—Trunks—Alki, 1b., 15c; Oregon—Atha, 25c; Cedar—Atha, 25c; Cedar—Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—¾, 7c lb.

WHEELBARROWS — Brick — No. 10 B, \$11.50 each; 20 \$11.00.
 Garden—No. 2 V, \$10.00 each; 3 V, \$12.00; 21, \$6.25.
 Railroad—No. 15, \$6.00 each; 17, \$7.00 each; 19, \$7.00.
 Steel Tray, Wood Frame—No. 2 A, \$11.50 each; 23, \$8.50; 27, \$11.25; K 29, \$14.00.
 Steel Tray and Frame—No. AX, \$11.00 each; 4, \$13.50; 5, 14.75; 10, \$19.00.

WINDOW GLASS—SB Grade—

Single Strength—	Double Strength.....
1st 3 Brackets.....	70%
Balance of Brackets.....	70%
Extras for putting in glass—	
1st 3 Brackets, light 50c	8d 3 Brackets, light \$1.00
2d 3 Brackets, light 75c	
Larger Lights.....	75c per hour, per man

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb., lots.....	.08
Galvanized—Nos 6 to 16, 5 to 24-lb., lots.....	.10
Black, 1 to 5-lb.....	.10
Galv., 1 to 5-lb.....	.12
Barbed Fence—	
Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55;	
Baker Galv., \$7.25; Waukegan Galv., \$8.00; Am. Spel Galv., 80 rd spla, ea., \$4.45; Glidden 80 rd spla, \$5.50;	
Baling Wire—14 Ga., Full Colls, \$6.55 100 lb.; 15 Ga., \$6.65; 16 Ga., \$6.75.	
Broken Colls—1 to 24-lb. add 5c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.	
Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25	

WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open. Smooth-Twisted—Two Strand, open.

WIRE CLOTH—Hardware—Black—

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
8	14	30c	6	18	30c
8	16	18c	6	20	23c
4	16	25c	8	24	15c
4	18	15c	10	25	12½c
Galvanized—					
Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
1	14	15c	4	25	10c
2	19	10c	6	25	12½c
3	21	10c	8	27	12½c

WOODENWARE—

Boards, Pastry	Each	No.	Each
16x22 inches.....	.85	15 inches.....	.75
18x24 inches.....	1.00	17 inches.....	1.75
20x27 inches.....	1.20	19 inches.....	2.00
		Pins, Rolling	
Bowls, Chopping		20 (1).....	.40
11 inches.....	.30	30 (2).....	.45
13 inches.....	.45	10.....	.30

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American—No. 10, \$5.60 each; 10 M, \$4.75; 100, \$6.25; 110, \$5.25; 117 E, \$7.00; 130 E, \$6.50; 180, \$6.75; 180 E, \$7.00; B 180 E, \$10.50; 190 E, \$7.50; 300, \$6.75; 301, \$7.25; 302, \$8.00; 360 E, \$8.50; 361 E, \$10.00; 370 E, \$7.50; 390 E, \$7.50; 570 E, \$8.00; 571 E, \$8.50; 590 E, \$8.50; 591 E, \$8.50.
 Mop—Eagle, No. 10, \$3.50 each; 14, \$4.00; 22, \$4.75.
 White—No. 2, \$2.25 each; 3, \$8.00; 1, \$8.50; 0, \$4.25; 8, Steel, \$4.00.

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

WRENCHES—Agricultural—No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.35; 15, \$1.75.

Alligator—No. 0, 20c each; 1, 25c; 2, 60c; 3, \$1.45; 12, 30c; 18, 50c.
 Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75.
 Coes—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.60; Knife (10), \$2.00; Knife (12), \$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (8), \$1.60; Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50.
 Crescent—No. 188 (4), 90c each; 188 (6), 95c; 188 (8), \$1.10; 188 (10), \$1.35; 188 (12), \$2.00; 188 (15), \$3.00; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25.
 Parts add 30%.

Hawkeye—No. 200, 60c each.

WRENCHES—

68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25.
 Parts add 30%.

Hawkeye—No. 200, 60c each.

WRENCHES—

P. S. & W. Stronghold

	Each		Each
25 6	\$1.25	25 15	\$3.25
25 8	1.50	25 18	4.25
25 10	1.90	25 21	5.25
25 12	2.65		

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

Retail Selling Prices are Revised up to Time of Going to Press

INDEX TO ADVERTISERS

A						
Abingdon Trap Co.	36	Giatt Powder Co.	21	Portland Cordage Co.	34	
Adjustable Sales Corporation.	81	J. E. Gilson Co.	43	Precision Machine & Tool Co.	142	
Aluminum Goods Mfg. Co.	65	Gold Medal Camp Furniture Co.	140	Progressive Mfg. Co.	42	
Allegretti Mfg. Company.	47	Goodell-Pratt Co.	10	Proter Mfg. Company.	125	
American Bolt & Screw Case Co.	157	Goodyear Rubber Co.	34	Pull Easy Mfg. Co.	46	
American Chain Co.	135	Goulds Mfg. Company.	151			
American Ever-Ready Company.	131	Greenfield Tap & Die Corporation.	147	B		
American Grinder Mfg. Co.	14			Reed & Prince Mfg. Co.	42	
American Fork & Hoe Company.	80	H			Remington Arms U. M. C. Co.	23
American Pad & Textile Company.	24	J. H. Haney & Co.	125	Rhode Island Fittings Co.	149	
American Saw & Mfg. Company.	43	Hartford Rubber Company.	117	Richards-Wilcox Mfg. Co.	37	
American Steel & Wire Co.	18	Hays Mfg. Co.	145	Ringen Store Co.	56	
American Wire Fabrics Company.	32	C. A. Haslett Dandelion Lake Co.	74	Romort Mfg. Co.	133	
Armstrong Mfg. Co.	153	Hercules Powder Company.	19	Wm. Rose & Bros.	43	
Atkins, H. C. & Co.	7	Hess-Snyder Mfg. Co.	58	H. Roth & Sons.	53	
Atlas Mfg. Co., The.	66	John J. Hildebrandt Co.	123	G. D. Rowell & Son.	37	
Atlas Tack Company.	11	A. M. Holter Hdw Co.	51	Royal Mfg. Co.	123	
Automatic Electric Washer Co.	71	Honeyman Hardware Co.	51	Myer S. Rubens, Stove & Furnace Re- pair Works	159	
Automatic Lawn Sprinkler Co.	54	W. H. Howell Company.	132	A. C. Rulofson Co.	26-35	
		Hunt, Helm, Ferris & Company.	16-17	Russell & Erwin Mfg. Co.	13	
		Hyfield Mfg. Co.	46	Rutanber Electric Co.	57	
B				S		
Baker, Hamilton & Pacific Co.	48	I			Safety Door Hanger Co.	33
Baldwin Refrigerator Co.	70	Robt. H. Ingersoll & Bros.	77	Salt Lake Hardware Co.	59	
Bartlett Mfg. Co.	45	International Sales Co.	130	Samson Cordage Works.	44	
The Bassick Company.	69	International Silver Co.	64	J. Sands & Sons.	47	
Bear Mfg. Company.	127	Ivory Handle Co.	40	Wm. B. Scaife & Sons.	155	
Beaton & Cadwell Mfg. Co.	76	Iwan Bros.	40	Schaw-Batcher Co.	44	
Beaton & Corbin Mfg. Co.	153			Schluster Mfg. Co.	61	
Benjamin Air Rifle Co.	139	J			E. F. Sedgley.	133
Benjamin Electric Mfg. Co.	137	Johns-Manville Co.	103	Shelby Spring Hinge Co.	26	
Berns, Otto.	155	K			Simonds Mfg. Co.	27
Berger Bros. Co.	68	F. D. Kees Mfg. Company.	44	Simpson & Stewart.	136	
Billings & Spencer Company.	9	M. L. Kline.	145	Smith Mfg. Co., F. H.	32	
Boller Machine Works.	142	L			Specialty Mfg. Co.	39
Bommer Bros.	45	Lalance & Grosjean Mfg. Co.	76	Spokane Stove & Furnace Repair Works	158	
Boston Brass Co.	153	Will B. Lane.	127	Spring Leaf Lubricator Co.	128	
Brainerd Mfg. Co.	45	Landers, Frary & Clark.	67	Standard Electric Tool.	115	
Brier Hill Steel Co.	26	Lane Bros. Co.	49	Stanley Rule and Level Co.	31	
Bridgeport Hdw. Mfg. Corp.	47	Lansing Company.	38	Stanley Works	Cover	
Buckeye Aluminum Co.	66	Lawson Mfg. Co.	43	Star Expansion Bolt Company.	46	
Buffalo Forge Company.	28	Lee Broom & Duster Co.	56	Star Heel Plate Co.	139	
Buffalo Sled Co.	33	Lindemann, O. & Co.	74	Starrett, L. S. & Co.	78	
Buffalo Wire Works Company.	45	Lufkin Rule Co.	35	Staybestos Mfg. Co.	119	
Buffum Tool Co.	Cover			Edwin B. Stimpson Co.	37	
C				Strevell-Paterson Hardware Co.	51	
California Paint Co.	143	M			Sturges & Burn Mfg. Company.	54
Philip Carey Co.	25	Machine Appliance Corporation.	49	Superior Spring Hinge Co.	36	
Central Foundry Co.	22	Maine Mfg. Co.	62	Swan & Finch Co.	111	
Chicago Flexible Shaft Co.	33	Majestic Company.	74	Jas. Swan Co.	36	
O. J. Childs Co.	45	Majestic Mfg. Company.	82	T		
Champion Blower & Forge Co.	30	Mangrum & Otter.	53	Thomson-Diggs Co.	50	
John Chatillon & Sons.	55	Manhattan Electrical Supply.	132	Thompson Mfg. Co.	38	
C. F. Church Mfg. Co.	145	A. C. Mannweiler Co.	128	Thomas Savill's Sons.	151	
George M. Clark & Co.	57	McKinney Mfg. Co.	4	Thermoid Rubber Co.	105	
Clayton & Lambert.	153-157	McCaffrey File Co.	4	J. B. Timberlake & Son.	138	
Cleveland Stone Company.	45	M. H. Merchant Corporation.	134	Triner Scale Mfg. Co.	57	
Coleman Lamp Co.	54	Meriden Britannia Co.	64	Tucker Duck & Rubber Company.	40	
Colt's Patent Firearms Co.	15	Meyers Mfg. Co., Fred J.	58	Tungsten Mfg. Company.	109	
Columbian Rope Co.	12	Monarch Refrigerator Company.	58	Turner Brass Works.	157	
Connors, Wm., Paint Mfg. Co.	41	Montank Paint Mfg. Co.	138	U		
Converse Rubber Shoe Co.	Cover	Motor Mercantile Company.	130	U. S. Steel Products Co.	18	
H. C. Cook Co.	53	Mound Tool Co.	134	Union Fork & Hoe Company.	5	
P. & F. Corbin.	8			United Royalties Corp.	63	
Corbin Screw Corporation.	31	N			U. S. Tire Co.	117
Crescent Tool Co.	155	National Carbon Co.	131	V		
Curtis Pneumatic Machinery Co.	132	National Cash Register Co.	75	Vaughan & Bushnell.	42	
D				Voss Bros. Mfg. Company.	73	
Delta File Works.	119	New Haven Clock Co.	74	W		
Dexter Company.	3	C. S. Norcross & Sons.	42	Wagner Mfg. Co.	85	
Diamond Rubber Co.	107	New York Stamping Co.	59	Weed Chain Tire Grip Co.	135	
Henry Disston & Sons.	29	Nicholson File Company.	8	Walden-Worcester Co.	127	
Joseph Dixon Crucible Co.	41	North Bros. Mfg. Co.	63	Joe Welsh.	49	
Dreadnaught Tire Company.	113	Nye Tool & Machine Works.	157	Wheeling Corrugating Co.	28	
Duluth Show Case Co.	47	O			Whitman & Barnes.	29
Dunham, Carrigan & Hayden Co.	52	The James Ohlen & Sons Saw Mfg. Co.	46	Whitaker-Glessner Co.	28	
Dupont Industries.	129	Ontario Knife Co.	62	Whitlock Cordage Company.	Cover	
E				J. H. Williams & Co.	27	
Eclipse Mfg. Co.	121	P			Williamson Mfg. Co.	142
Elastic Tip Co.	72	Pacific Pump & Supply Co.	68	Wills Sprinkler Co.	39	
Enterprise Mfg. Co.	61	Pacific Sanitary Mfg. Co.	149	Witt Cornice Company.	55	
Eyelet Tool Company.	47	Packham Crimper Co.	53	Wooster Brush Company.	41	
F				Wrought Washer Mfg. Co.	46	
Faultless Caster Company.	60	Parker Supply Company.	39	X		
Foss & Jones.	159	Pearce Mfg. Co.	68	"X" Laboratories Company.	141	
Freiden Mfg. Company.	51	Pennsylvania Lawn Mower Co.	30			
G						
Gem Reel Winder Company.	49	Peters Cartridge Co.	49			
Geneva Outlery Company.	47	Philadelphia Lawn Mower Company.	38			
		Phoenix Horse Shoe Co.	20			
		Pioneer Paper Co.	68			
		Pittsburg Steel Co.	35			
		Porter, H. K.	32			



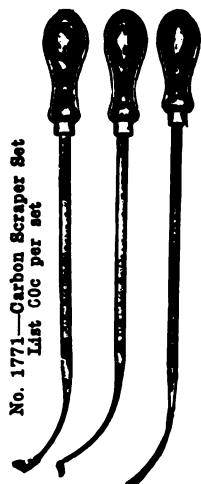
THE BUFFUM TOOL CO.

LOUISIANA, MO.



"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Sickle or Pin Punch
Blued

Warranted Chisels—Oil Finish Body,
Polished Ends, Spread Points

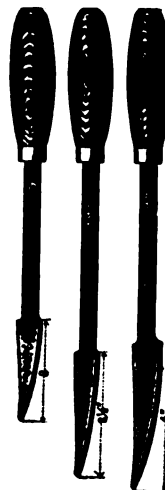


Canvas Roll

List Price—\$2.00 Set



Machinist's Blued Auto Punch



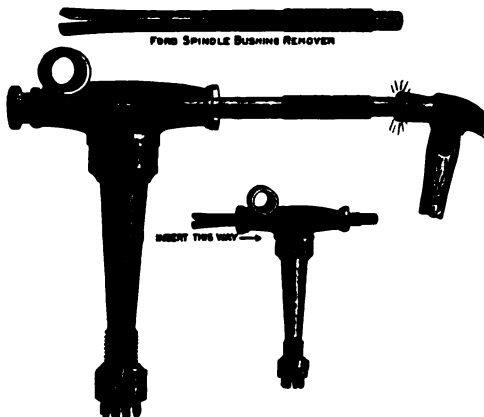
No. 1765—Curved Bearing Scraper Set
List \$1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

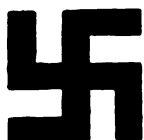
These are the
tools every auto-
mobile owner
needs.

Display them
and you will make
sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. \$9.00

If your Jobber
cannot supply
you, write to us
or our agents.



C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street

San Francisco, California



**CONVERSE
TIRES**

6000 MILE WARRANT

Good As Wheat

**EXCLUSIVE
DISTRIBUTORS**

C. M. McCLUNG & COMPANY
KNOXVILLE, TENN.

NASH HARDWARE COMPANY
FORT WORTH, TEXAS.

F. P. MAY HARDWARE CO.
WASHINGTON, D. C.

STRATTON-WARREN HARDWARE CO.
MEMPHIS, TENN.

WILLIAM STOCKHOFF. 424-426 E. MARKET ST.
LOUISVILLE, KY.

STAUFFER, ESHLEMAN & CO., LTD.
NEW ORLEANS, LA.

McGOWIN-LYONS HARDWARE & SUPPLY CO.
MOBILE, ALA.

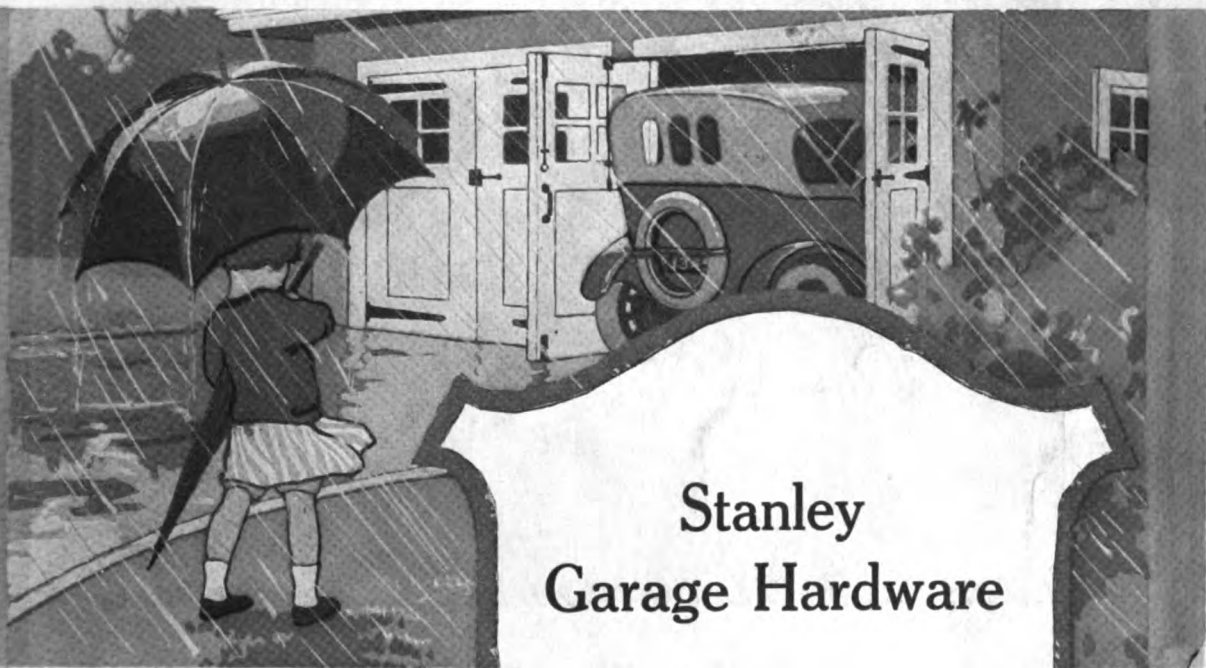
**MADE BY
CONVERSE RUBBER SHOE
COMPANY
MALDEN, MASS.**

SERVICE BRANCHES
618 W. JACKSON BLVD., CHICAGO
142 DEANE ST., NEW YORK



Hardware - PLUMBING AND HEATING - World

APRIL 1919



Stanley Garage Hardware

lease your customer—and he will come back and bring his friends with him. Car owners **always** are pleased when you sell them the Stanley Garage Door Holder, because they find it absolutely prevents garage doors from slamming against their cars.

Stanley Garage Hardware is designed and built **especially** for garages, like a custom-made suit of clothes. They like its suitability,

beauty, easy operation and strength. And progressive dealers like it because it builds business and is easy to sell and handle.

Complete Catalog Free

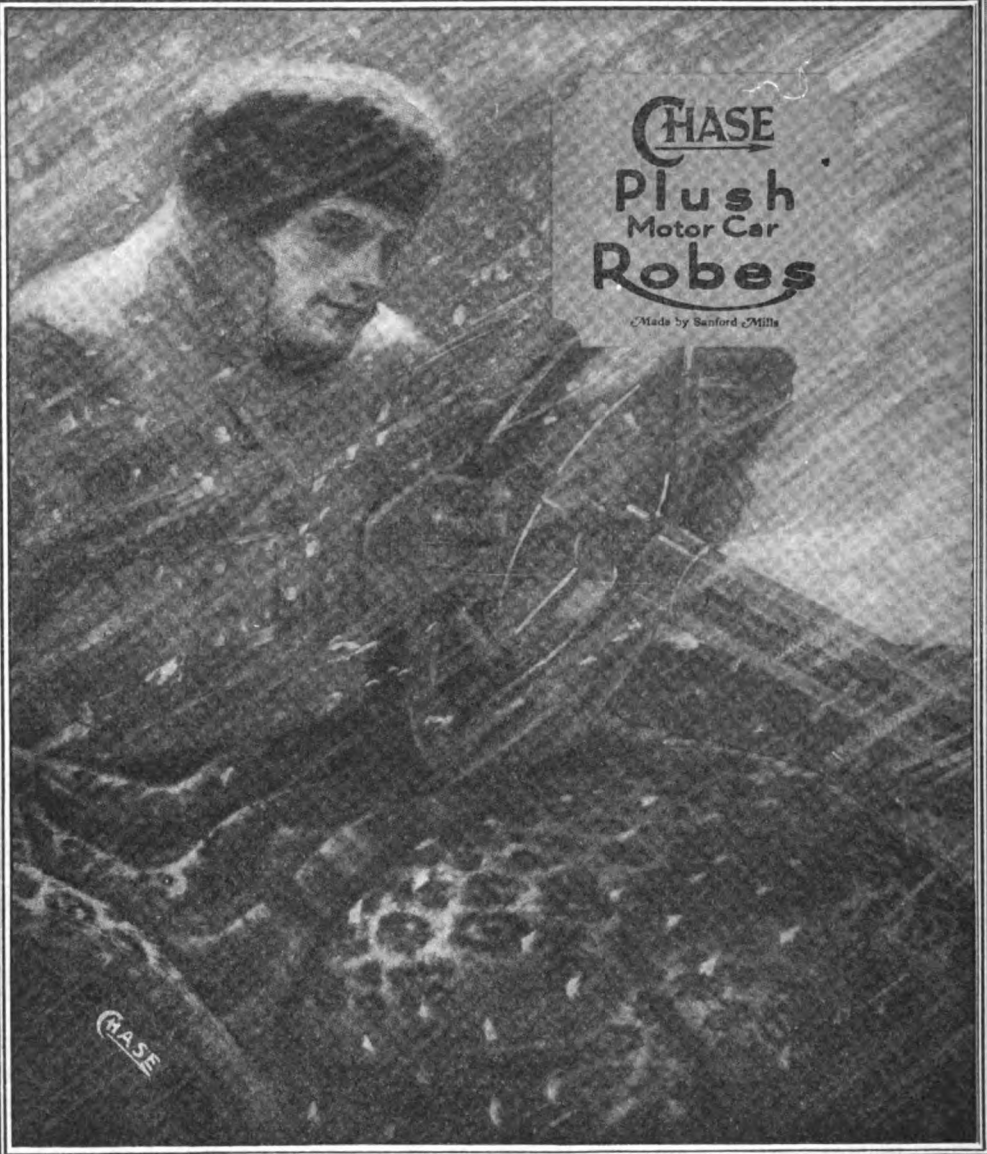
The Stanley Works, New Britain, Conn., U. S. A.

New York, 100 Lafayette Street

Chicago, 73 Lake Street



Digitized by Google



CHASE PLUSH ROBES WILL OUTWEAR MANY TIMES OVER OTHER WOVEN ROBES

Durable—Warm—Luxuriously Beautiful—Comfortable

Famous since 1867, Chase Robes were never so praiseworthy. They remain fast in color and intact over a long period of severe use, protecting like the coat of fur on Arctic animals. Made of the choicest materials, scores of unique, pleasing patterns. Heavy or light weights—all prices—a robe for every occasion. *The Motorist in the Picture is Under an Exeter Robe*

L. C. CHASE & CO., BOSTON

NEW YORK SAN FRANCISCO CHICAGO

Leaders in Manufacturing Since 1847

AT YOUR
DEALER'S

WRITE FOR
CATALOG



NEW ROPE STANDARDS

OUR new "Rope Schedules" give much valuable data regarding **WHITLOCK ALL-MANILA**, which has set new Standards of value for high grade Manila Rope.

Sizes—Dia. and Cir.

Differentials

Weights of Full Coils

Weights of 100 Feet

Lengths of Full Coils

Lengths in One Pound

Breaking Strengths

Extras over Basis.

1 in. dia. equals 320 lbs.—or less.

1 in. dia. equals 26 lbs.—or less.

1 in. dia. equals 1,200 feet, and a little over.

1 in. dia. equals 3.85 feet—or more.

1 in. dia. equals 9,000 lbs.—or more.

Old tables show 7,500 lbs. "Bureau of Standards Specifications," 8,200 lbs.

Working Strains

1 in. dia. recommended at 1,800 lbs. for everyday use (about 20 per cent).

Item prices (each size) per pound and approximate costs per 100 feet over a wide range of basis prices per pound.

For instance, $\frac{5}{8}$ in. dia. @ 28c. per lb. (basis), costs 28 $\frac{1}{2}$ c item, or approximately \$3.48 per 100 feet.

This information is given in full for all sizes from $\frac{3}{16}$ " dia. to 8" cir. in our new "Schedules" (9"x11"), strongly bound and convenient for desk or counter use.

Check up your real rope costs—by the foot, and by length of service.

JUST SEND THIS COUPON.

Whitlock Cordage Company, 46 South Street, New York

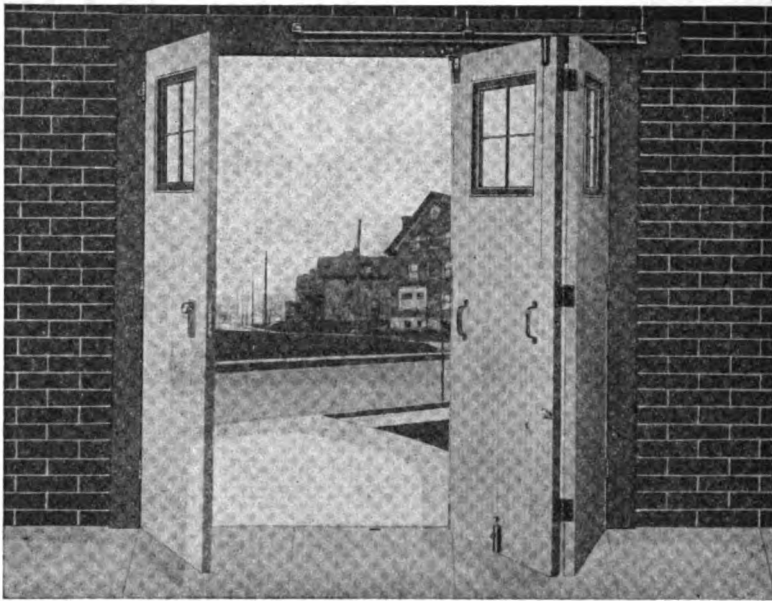
Please send me, free of expense, a copy of your new "Rope Schedules"

Name

Address



H. W.



View from interior of garage showing entrance partly open

McKINNEY

Sliding-Folding Garage Set

No. 9007

Set No. 9007 is a product, in every respect, worthy the name it bears—so carefully wrought is each single piece—so strong, substantial and good looking.

A McKinney sliding-folding entrance is the finishing touch that lends dignity and charm to the whole garage. And so easy to operate, too! A gentle push and the heavy doors slide open and closed—the bearings in the hanger above do the work.

The many advantages of this set are fully explained in a 16-page booklet which we have just prepared. The booklet also contains actual views, elevations and floor plans of different installations. Write for your copy now.

Ask for Booklet "G4"

McKINNEY MANUFACTURING COMPANY
PITTSBURGH, PENN.

From Consumer to Sale



One of several
Lithographed
Window Dis-
plays — very
effective.

How We Help to sell Da-cote



Lithographed Steel
Cabinet, loaned free
with 32 gallons of
Murphy Product.
Advertises your
whole paint dept.

Strong, human-interest adver-
tising in national periodicals—read
by millions.

Elaborate window displays
which bring into your store those
who have been interested by the
advertising.

A handsome "Selling Cabi-
net" which dignifies Da-cote,
inspires confidence and aids
selection.

Result—a quick sale
and a customer who gets
what he wants.

If you are a Murphy
merchant, write at
once for special dis-
play material.

Write for our
proposition



Samples of Da-cote
advertising to ap-
pear this Spring in
national publica-
tions.




Murphy Varnish Company

Franklin Murphy, jr., President

NEWARK

CHICAGO

The Dougall Varnish Company, Ltd., Montreal,
Canadian Associate



ATKINS SILVER STEEL SAWS

RECONSTRUCTION

The War is ended, and the great civilian army of the Universe is ready for the problem of reconstruction.

There is a great demand for saws and tools and it is wise to place orders now for

Atkins Silver Steel Saws

There is an Atkins Saw for every purpose and the Atkins name on it is a guarantee that the saw will run easier, cut faster and hold its edge longer.

We can give you the service that will make you realize that it's

ATKINS ALWAYS AHEAD

Write for Atkins Advertising Service Book.

E. C. ATKINS & CO., Inc.

"The Silver Steel Saw People" Established 1857

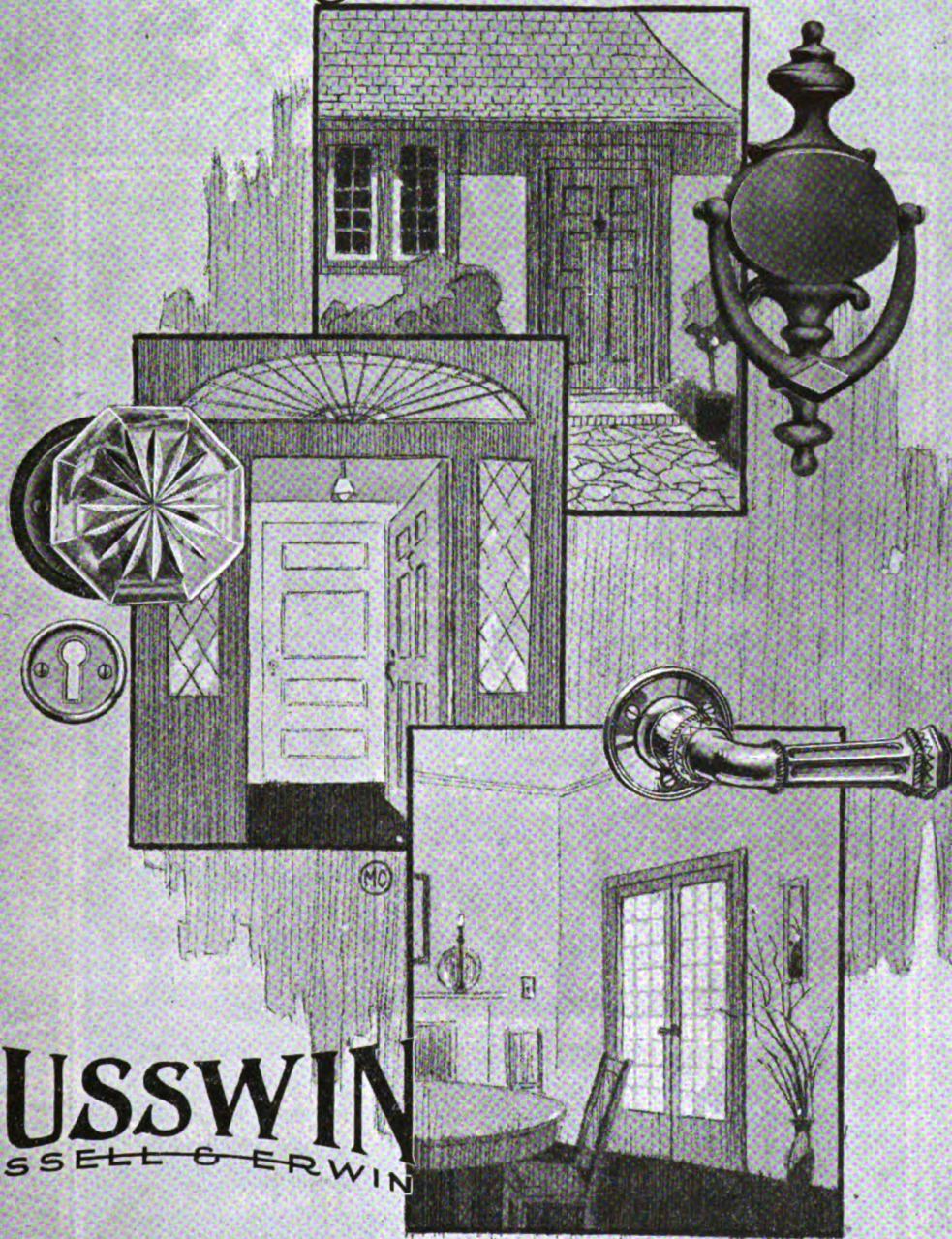
Home Office and Factory, Indianapolis, Ind.

Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	New York City	Sydney, N. S. W.
Chicago	Portland, Ore.	Paris, France
Memphis	San Francisco	
Minneapolis	Seattle	
New Orleans	Vancouver, B. C.	

The Finishing Touch



RUSSWIN
 RUSSELL & ERWIN

Builders or Finishing Hardware

RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

NEW BRITAIN, - CONN.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.

E.C. SIMMONS
KEEN KUTTER
 CUTLERY
 AND
 TOOLS

FULLY GUARANTEED STANDARD OF AMERICA

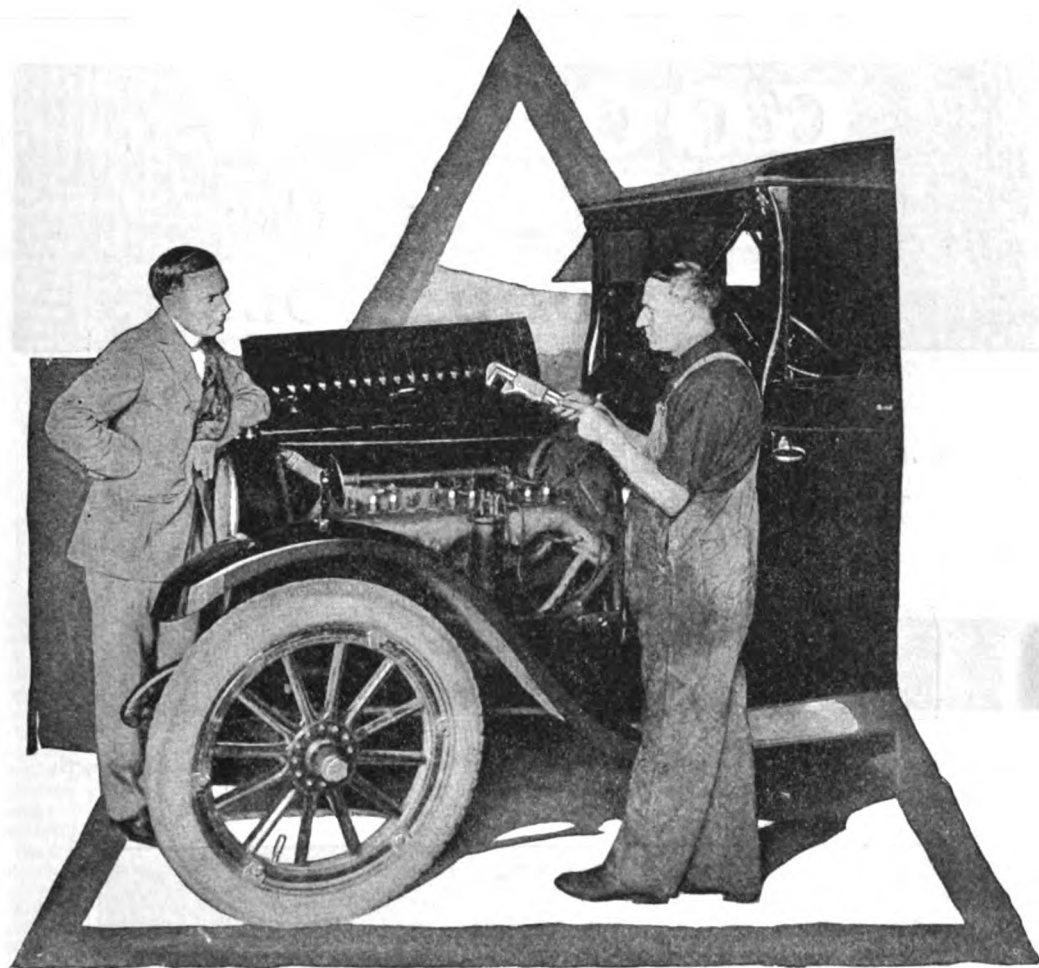
Under the
KEEN KUTTER
 Trade Mark

— We manufacture Tools and Cutlery for every use and are anxious to sell Them to Dealers who believe in getting a legitimate profit.

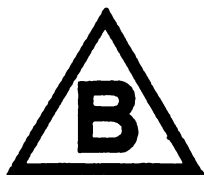
*HANDLE A LINE THAT SHOWS YOU
 A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
 ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
 TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.



“That’s a Triangle B Wrench”



RELY ON ME

YOUR old reliable garage man will tell you he has used Triangle B tools for years, because he knows a workman is no better than his tools. Your own tool kit needs the best, for the quality is remembered long after the price is forgotten. At the better garages and hardware stores all over the nation.

The Billings & Spencer Co., Hartford
The First Commercial Drop Forging Plant in America

GOODELL PRATT

1500 GOOD TOOLS

LEVELS

Made for Accurate Work



No. 4224. Sectional Mahogany. Brass Binding Rods dovetailed entire length and doweled to Heavy Brass End Plates.



No. 4524. Solid Mahogany. Brass Binding Rods dovetailed entire length and doweled to Heavy Brass End Plates.



No. 4924. Hardwood, Mahogany Finish. Ends protected by Heavy Brass Channel End Plates.



No. 4824. Hardwood, Mahogany Finish, with Brass End Plates.

Goodell-Pratt Company, Greenfield, Mass., U. S. A.

Toolsmiths

JOBBERS SELLING

ATLAS TACKS

**ARE GOOD PEOPLE TO
DEAL WITH**

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



Registered
Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the **LARGEST** and **OLDEST** manufacturers of **TACKS** and **SMALL NAILS** in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full **NET** weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

COLUMBIAN MANILA ROPE



"A CONNOISSEUR OF ROPE"

COLUMBIAN ROPE COMPANY

"The Cordage City"

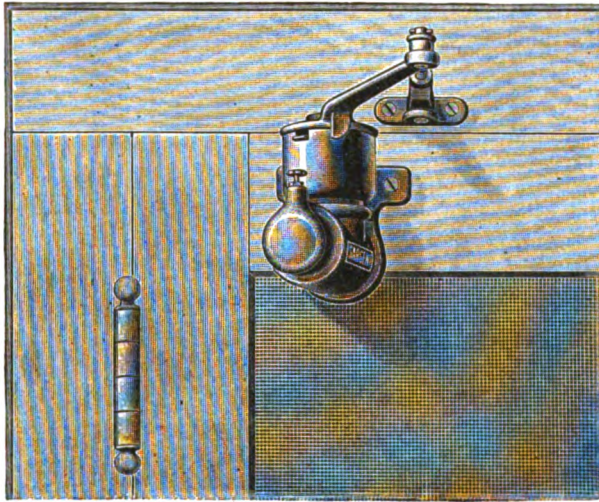
AUBURN

N.Y.

SARGENT*Reg. U. S. Pat. Off.*

A Noiseless Door Closer

For Screen and Other Light Doors That Eliminates
the Slam-Bang



The Sargent Liquid Door Check and Spring No. 20

Furnished in Antique Bronze Finish, is a simple but effective door-closing device which can be easily applied and quickly regulated to suit the individual needs. The possibilities for its sale are almost limitless; every home has at least one screen door—perhaps two or more—which are an annoyance because of the banging. No. 20 will close these doors quickly and without any noise. It is also suitable for light inside doors, telephone booth doors, etc. Hardware merchants will find this a desirable article to push, especially during the spring and summer.

SARGENT & COMPANY

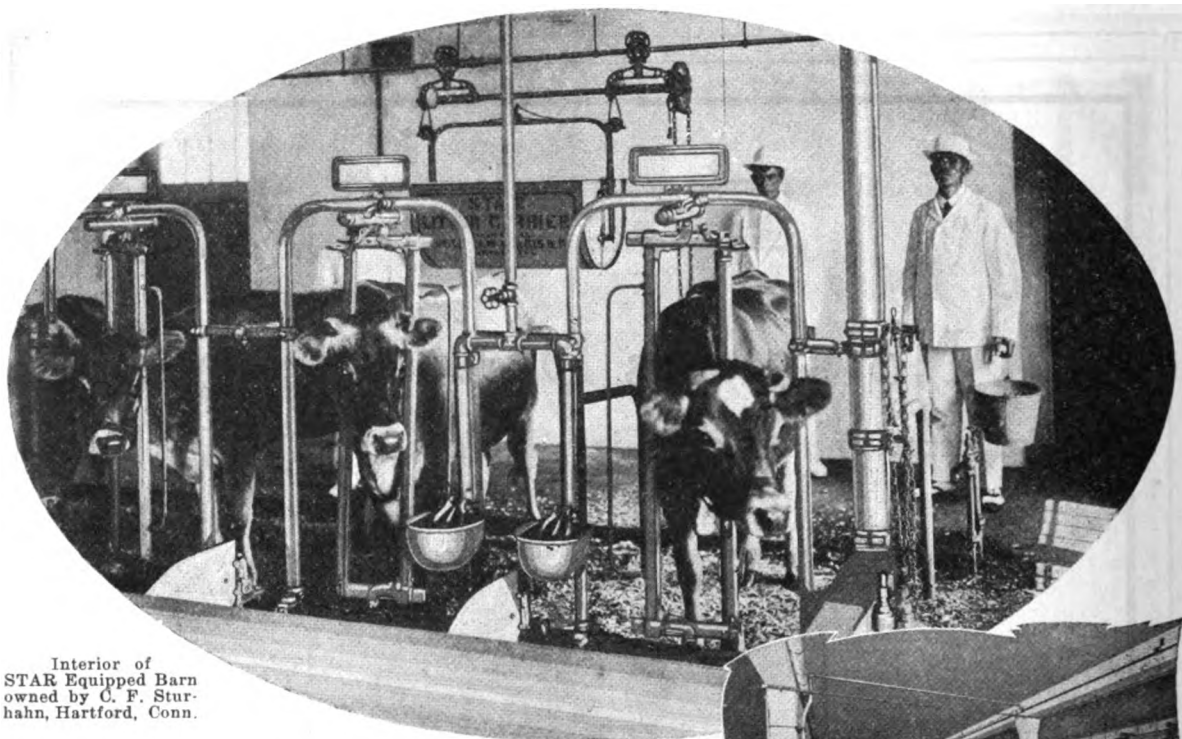
Manufacturers

NEW YORK

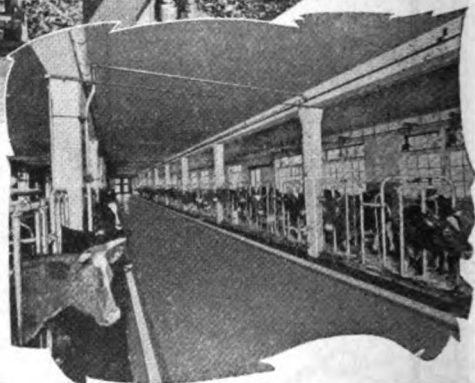
NEW HAVEN

BOSTON

CHICAGO



Interior of
STAR Equipped Barn
owned by C. F. Stur-
hahn, Hartford, Conn.



Interior of
STAR Equipped Barn owned
by H. J. Kreba, Wilming-
ton, Del.

"Who Is the STAR Dealer In My Town?"

HERE is the question that we are being asked constantly. STAR advertising in the farm papers is bringing inquiries. And an inquiry means more than the fact that one man is in the market. Where one man writes for a catalog, there may be a hundred who are interested but do not write.

STAR dealers are doing a big business. If there is no STAR dealer in your town, write and let us tell you how you can become one and get the best Barn Equipment business in your territory.

Selling the STAR Line gives you the sale of a complete line of barn equipment and the services of a large barn-plan department. We can plan the barn and equip it complete from floor to roof top. *Write for our sales proposition*

HUNT, HELM, FERRIS & CO.

COMPLETE BARN OUTFITTERS

HARVARD, ILLINOIS

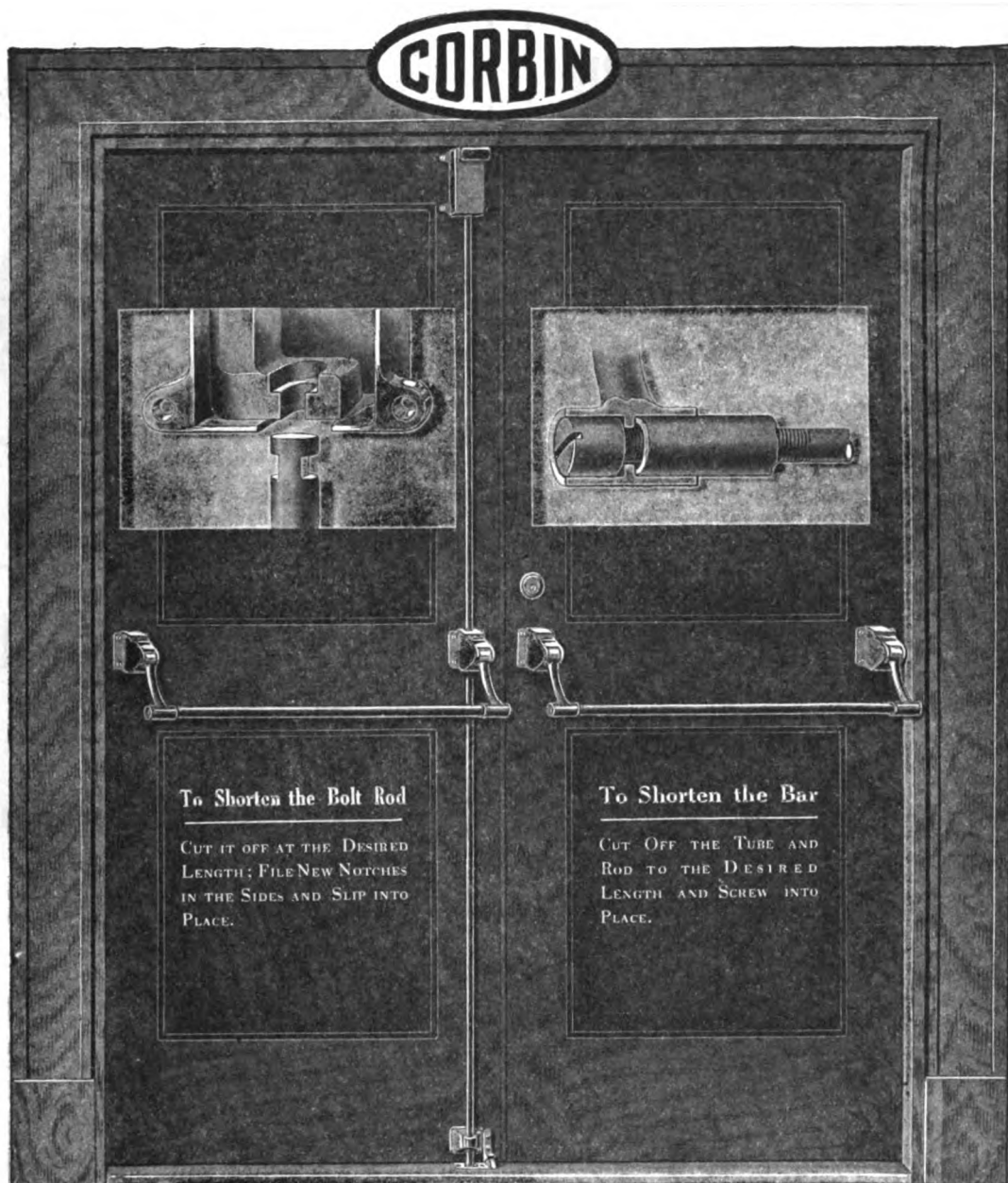
ALBANY, N. Y.

The STAR Line

Barn Equipment
Litter Carriers
Water Bowls
Feed Trucks
Harvester Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters and
other Farm
Specialties

STAR

Farm Equipment



OUR NEWEST EXIT FIXTURES

are simple in construction, made to sell at popular prices, and thoroughly reliable. They can be carried in stock in regular sizes, and cut to desired lengths on the job, for special requirements. Easy to apply, cannot get out of order, and fulfill the most strict legal requirements. Write for information.

P. & F. CORBIN

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

CHICAGO

NEW YORK

PHILADELPHIA

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files
from 3 to 24 inches that are
made absolutely of

CRUCIBLE STEEL"

This high quality material
and our scientific hardening
and tempering methods en-
able us to produce files of
exceptional durability.

Delta Files are made in sev-
eral shapes and sizes—there
is a shape and size for your
particular requirement.

Use Delta Files in your shop
—you will increase your out-
put and greatly reduce your
cost of filing.



This trade mark safeguards the
interests of thousands of file users
everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.

Stanley Tools



Stanley Handled Hammers

**For Carpenters, Machinists
Bricklayers, Farriers
Tinnern, Blacksmiths
and Engineers**

The heads are made of special
steel, carefully forged, hardened
and tempered.

The handles of selected second
growth white hickory.

The improved method of fas-
tening the heads to the handles
makes it practically impossible
for the head to fly off.

The above features, together
with their specially fine finish,
make them a very attractive line
to carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Genco

RAZORS

Reg. U. S. Pat. Off.

RAZORS are sold mostly through display, but now and then a manufacturer starts an advertising campaign at a new angle, greatly increasing sales.

We are conducting such a campaign in the magazines of largest circulation, calling attention to the following points:

(1) One type of razor has been used to shave men with from time beyond record, for forty centuries at least. It is the Genco type.

(2) That type of razor is still used by all barbers without exception.

(3) A razor-blade made with a broad back and a slight supporting bevel behind the edge lies against the strop at just the correct angle to bring back quickly its ideal shaving edge.

(4) All GENCO Razors are of that type. They have professional blades—economical and efficient—good for a lifetime, scientifically built to strop. (The Safege is a professional razor with a guard, made for men a little timid or nervous about shaving with unguarded blades. Its guard merely has to be flipped back to clean it and to strop it.)

(5) All GENCO Razors are guaranteed. "GENCO Razors must make good or we will."

Geneva Cutlery Corporation

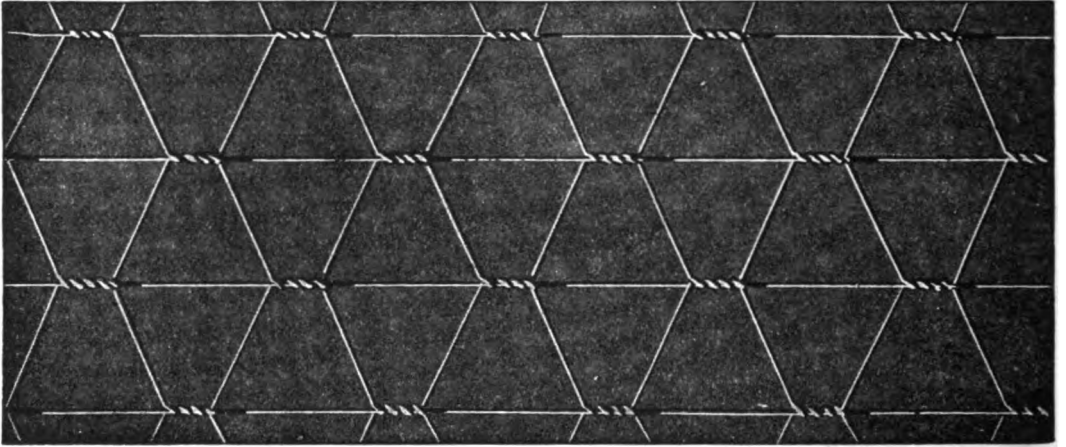
157 Gates Ave., Geneva, N. Y.

Largest Exclusive Manufacturers of
High-Grade Razors in the World



Send for a handsome GENCO Display Case **FREE** with your first order—you'll sell more razors, at a good substantial profit. Put it up on your cutlery counter, where it will interest customers while you are busy elsewhere. Use the above points to sell GENCO Razors to people our advertising sends to you.

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

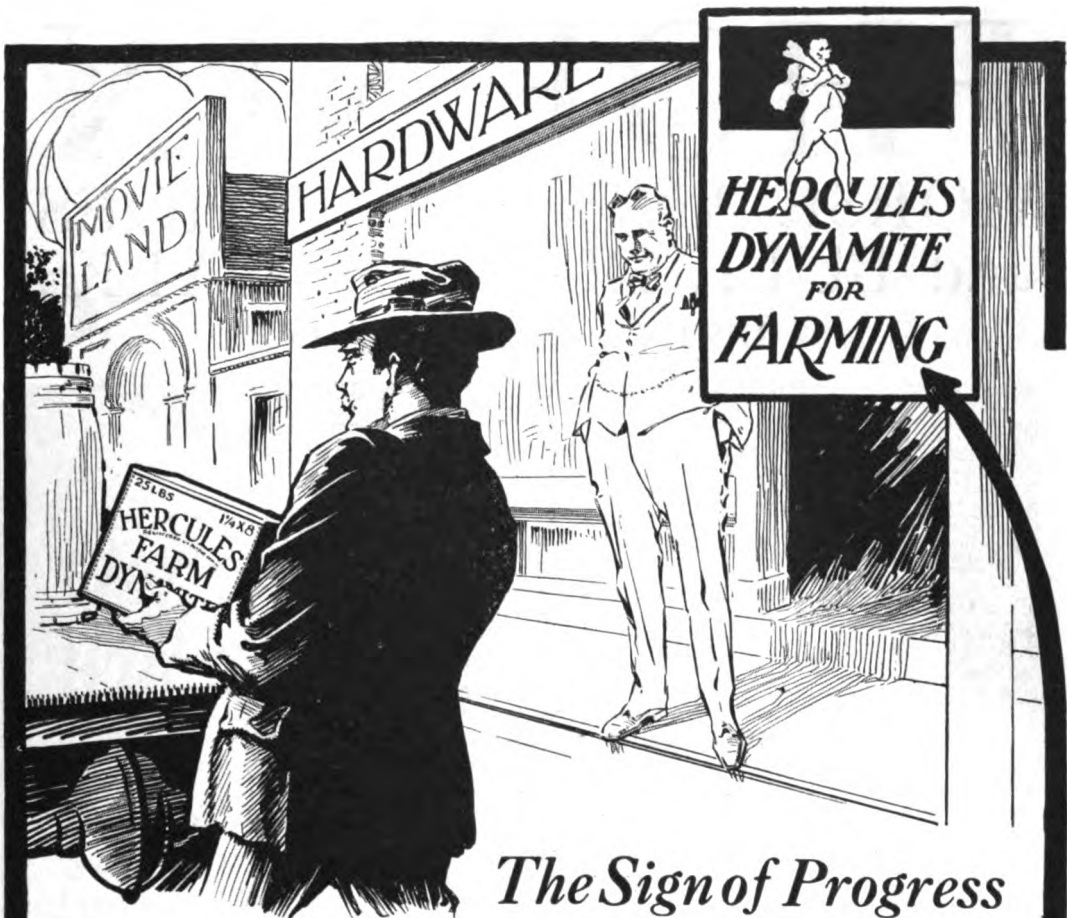
San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



The Sign of Progress

Nail the Hercules Dynamite Sign to your door. Sell dynamite to the farmers of your community. You can help your customers to lighten their work and increase their profits, and at the same time add a paying department to your business by selling

HERCULES DYNAMITE

Sign the coupon printed below and mail it to us. We will send you more information about selling dynamite. Buy Hercules Dynamite and we will send you free advertising matter to distribute

among your customers—we will actively co-operate with you in building up this department of your business and making it profitable.

Sign the coupon and mail it today.

HERCULES POWDER CO.

1027 Chronicle Bldg.

San Francisco



Hercules Powder Company,
1027 Chronicle Bldg.,
San Francisco

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name -----
Address -----



PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

**PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES**

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHEOP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., Poughkeepsie, NEW YORK



Our service men will co-operate

There is a Giant Service Man near you who will gladly help solve your customers' blasting problems.

If need be, he will, without charge or obligation, go right to the field of operation.

Backed by Giant Service facilities you will be in an excellent position to go after more business.

Let us help you build up a profitable business selling Giant Explosives. You need not carry them in stock—our nearest magazine will fill your orders promptly. All you do is to take the orders, send them to us, and bank your profits. Write us today and we will explain our special dealers' proposition.

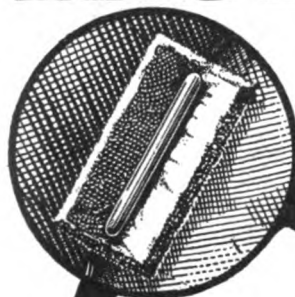
The Giant Powder Co., Con.
San Francisco

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane.

EXPLOSIVES

The Long-lasting Pad



Patented in U. S.
December 1, 1914.
Patented in Canada
April 6, 1915.

THIS NEW PAT-
ENTED HOOK AT-
TACHMENT—found only
on pads made by us—is the
greatest improvement since
we invented the hook. It
consists of wire staple with
felt reinforcement. This
gives the hooks a firmer
hold and prevents pulling
off, even though the fabric
is weakened by long usage.

The weakest point is made strong
and life of pad materially
lengthened.

HORSE COLLAR PADS
TAPATCO
REGISTERED
BRAND TRADE MARK

Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds. They are soft, springy, absorbent, and serve as a guarantee against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers through the medium of leading agricultural publications is on a more extensive scale than previous ones. This serves to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

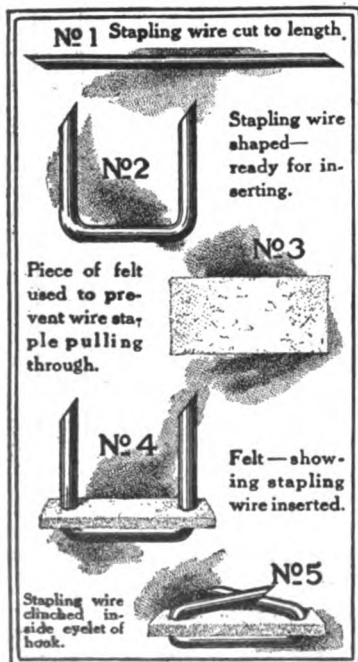
For Sale by Jobbers

Booklets furnished free on request

The American Pad & Textile Company
Greenfield, Ohio

Canadian Branch:

Chatham, Ontario





This Is Your Time!

Small-bore target shooting is a man's as well as a boy's sport. Thousands of men returning from overseas and from training camps in this country will maintain their interest in rifle shooting—especially of the .22 caliber class.

Never was there as great an interest in the rifle shooting sport as today. Moreover, the comparatively low cost of the ammunition has given small-bore shooting a greater impetus and a wider scope.

Remington
UMC

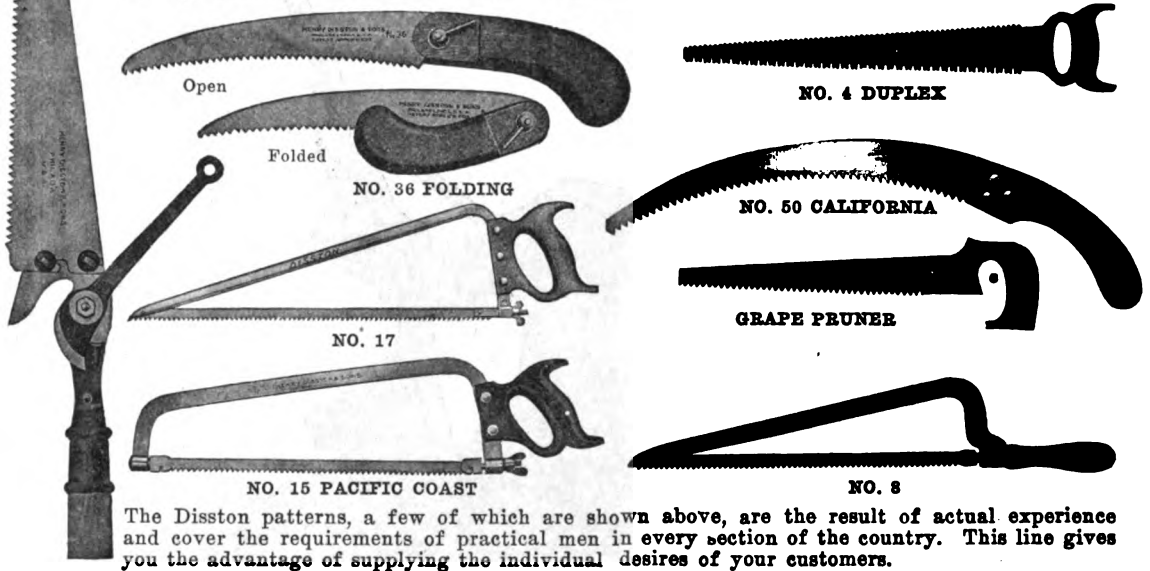
Applied to yourself as a dealer, the time was never more auspicious to share in this increasing demand for Remington UMC. The growing market, and the special service rendered by Remington UMC backed by a century of experience in gunmaking and over fifty years in ammunition manufacture, presents an opportunity that the up-and-coming dealer cannot afford to disregard.

ASK YOUR JOBBER

The Remington Arms Union Metallic Cartridge Co., Inc.
Woolworth Building New York City

DISSTON PRUNING SAWS

IN QUALITY, DESIGN AND VARIETY, THE GREATEST EVER MADE



HENRY DISSTON & SONS, Inc.

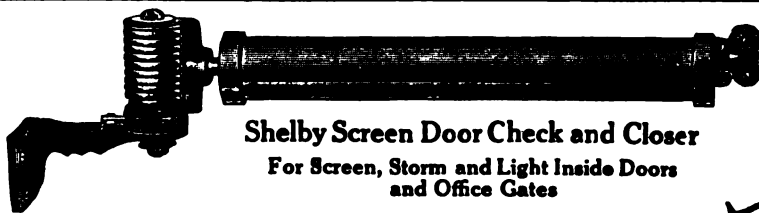
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA

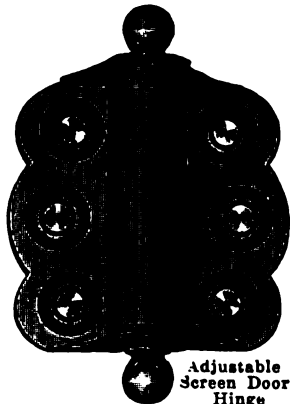
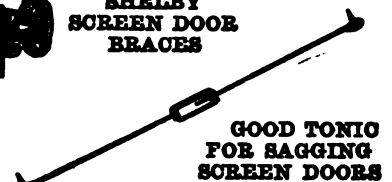
U. S. A.

Established
1840

SHELBY SCREEN DOOR HARDWARE

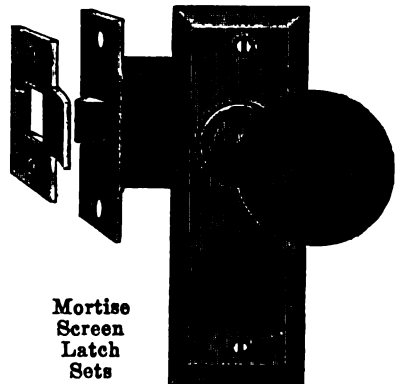


**SHELBY
SCREEN DOOR
BRACES**



WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.



THE SHELBY SPRING HINGE CO.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal.

SHELBY, OHIO, U. S. A.

D. L. HERMAN, Seattle, Wash.

← Coast Representatives →



The Famous Model 66 Winchester, the model used by Buffalo Bill



Wanted—Photos and Brief History of Old Winchester Guns

Cash prizes offered for photographs and brief histories of early model Winchesters.

WITH many an old-time Winchester rifle is associated some interesting item of history, some bit of romance, or some story of unusual performance under unique conditions.

Among your friends and customers are probably some who have old Winchesters that have figured in some real adventures. Call their attention to the "Old Winchester" Contest. Have them read the conditions carefully, for Winchester is awarding 65 cash prizes for photographs of old Winchester guns, together with a brief history of each.

Famous for half a century

The Winchester rifle, since the first model was made in 1860, has played an important part in the making of American history. It helped push the frontier of civilization westward across the continent. On foreign soil the Winchester has helped carry the benefits of civilization to the remotest corners of the globe.

For example, Roosevelt took a Winchester with him in exploring the interior of South America, when he discovered the River of Doubt. A Winchester

accompanied him on his hunting trip to Africa.

Shackleton had a Winchester with him when he attempted to reach the South Pole. A Winchester accompanied Peary when he went to the North Pole.

Enter this contest yourself. Tell your friends and customers about it. Send for attractive poster, recently produced, giving all conditions, and display it prominently in your store. It will help business for you.

\$500 in awards

1st prize, \$100; 2nd prize, \$50; 3rd prize, \$25, and 62 prizes of \$5 each—making a total of 65 awards.

CONDITIONS of "Old Winchester" Competition

WRITE a true story describing an incident in which a Winchester played an important role, and send photograph of the "Old Winchester."

The photograph must be of the identical rifle mentioned in the story. Supply the owner's name, name of the model and its factory serial number. Tell how and when it came into your or the owner's possession. State under what unusual historic or romantic circumstances the gun has been used. In other words, give the history of the rifle in not more than 500 words or less than 200 words.

We reserve all rights as to how and when the photograph and story are to be used. Stories received after June 1st will not be considered.

WINCHESTER REPEATING ARMS CO.

"Old Winchester," Dept. 135
New Haven, Conn., U. S. A.

Here is a true story about an "Old Winchester"—it is a good specimen of what is wanted.

BUFFALO BILL won his name by contracting to supply the railroad builders of the Kansas Pacific with buffalo meat.

His fame as a buffalo hunter spread across the continent and his claim to the title of champion was unchallenged until 1866, when an eastern man came out to shoot buffaloes with him in competition for the title.

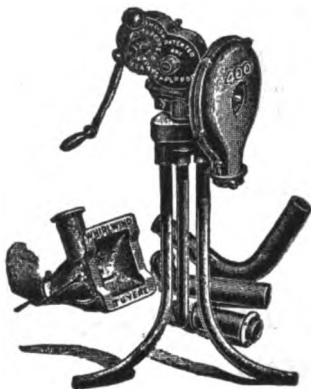
The easterner brought out an early model Winchester and so hard did he push the plainsman for the honors, that Buffalo Bill, when his friend returned to the east, sent back word that he, too, must have a repeating rifle. Six months later, by stage coach express, came his first repeater, a Winchester 66. That was the beginning of Winchester popularity in the west.

Buffalo Bill used a Winchester during a period of 35 years. His last exhibition, Nov. 11, 1916, was with a Winchester gun and ammunition.

WINCHESTER

World Standard Guns and Ammunition

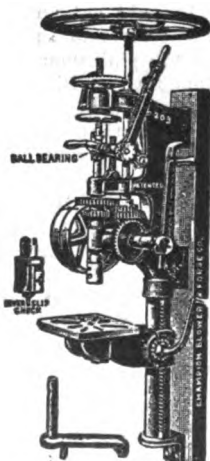
CHAMPION BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

PENNSYLVANIA

Quality
LAWN MOWERS

Eye-catching illustrations, and bright, chatty selling talk make our ready-made advertisements for dealer's use a big sales help by tying up your store to our magazine campaign.

Electrotypes free for newspaper advertising. Send for our book of advertising suggestions.



This trade-mark will be found on the following:

'Pennsylvania'
'Pennsylvania Jr.'
'Pennsylvania Golf'
'Pennsylvania Put-
ting Greens Mower'

'Continental'
'Great Ameri-
can B. B.'
'Shock Absorb-
er'
'Quaker City'
'Red Cloud B.
B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue'

'Panama'
'Delta B. B.'
'Electra'
'Pennsylvania
Pony'
'Pennsylvania
Horse'
'Pennsylvania
Grand Horse'
'Pennsylvania
Trio Horse'
—84-inch

PENNSYLVANIA LAWN MOWER WORKS

JOHN J. HARRISON
FOUNDED 1877 PHILADELPHIA



"The Colts are Coming"

*We will soon
have good news
for you,
Friend Dealer*



AS you know, it has been a long time since we have been able to fill orders from the trade.

The great Colt Factories have been attending strictly to Uncle Sam's needs.

But now there is a lull on the firing line. So just the minute we get the word we are going to switch and go full steam ahead on unfilled orders. Our dealer friends have waited patiently. A little more patience will be rewarded.

In the meantime, here is a little inside information:

The folly of unpreparedness has taught its lesson. It has changed our people from a condition of gunshyness to a desire for proficiency in the use of firearms, AND THE PISTOL IS IN THE FRONT RANK! The boys returning from "Over There" have learned the business of shooting. They will want to keep at the sport of it. Municipalities and the newspapers will foster target practice. The homefolk will want a gun for the house.

The YEAR 1919 WILL BE A BANNER ONE FOR COLT'S FIREARMS

We give you these facts so that YOU may be prepared. Get your order in early for COLTS—the firearms that helped to bring the boys home victorious and are going to be desired in preference to all others.

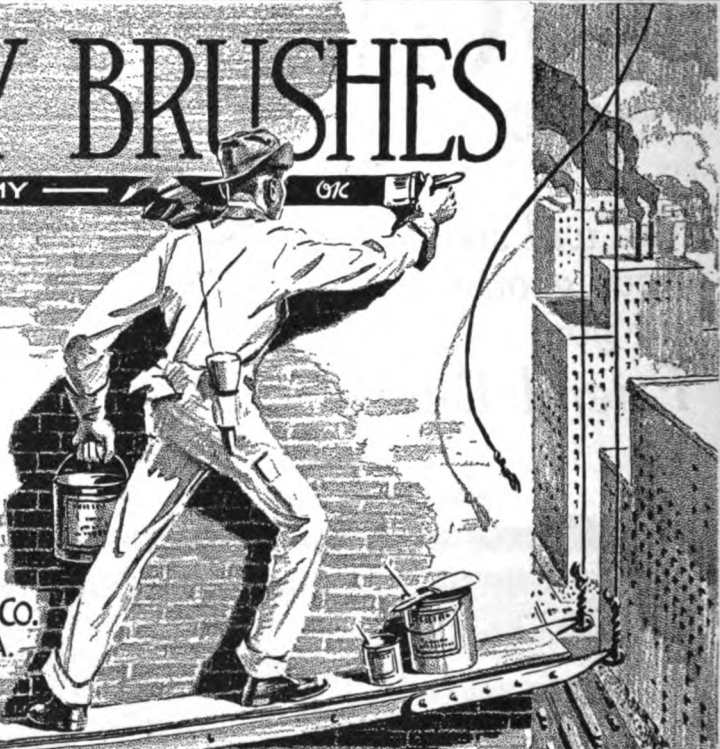
**COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN.**

COLT

**"The Proven Best
By Government Test!"**

QUALITY BRUSHES

FOR 100% ECONOMY



WOOSTER
OHIO
BRUSHES

ESTABLISHED - 1851
THREE GENERATIONS
Through - Three - WARS

The WOOSTER BRUSH CO.
WOOSTER, OHIO. U.S.A.



The Year of Increasing Returns

Our boys are coming back. Normal business is coming back—old familiar faces, good to see; glad hands we're proud to grasp again.

We hope that the return of CORCO Metalware to the hardware trade, with even better quality than ever, will compensate in some measure for the kindly

patience shown us during the late past while we were doing all in our power for the one supreme business of victory.

We heartily and cordially wish for you a great year of increasing returns.

Whitaker-Glessner Company
Wheeling Corrugating Department

General Offices: Wheeling, W. Va.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS
MINNEAPOLIS KANSAS CITY CHATTANOOGA RICHMOND



Your Opportunity

Fibre Coating

Every farmer and every businessman who owns a building is a good prospect for Carey Fibre Coating.

Noahs Pitch

Every householder should have a can of Noahs Pitch to plug leaks around chimneys, flashings, etc. It's for all kinds of roofs.

Black Asphalt Paint

Every owner of a tin or corrugated iron roof or iron fence is a logical user of Carey Black Asphalt Paint.

Universal Coating

Universal Coating is ideal for creosoting fence posts, protecting machinery, implements, metal corn cribs and other articles exposed to rot or rust.

Carbon Paint

Every man who runs a steam threshing machine engine, steam road roller, steam tractor or stationary steam engine, or has a steam boiler without insulation, is a possible purchaser of Carey Carbon Paint. So is every owner of a metal smoke-stack.

Magnesia Roof Coating

Factories can use Magnesia Roof Coating and Universal Coating to renew old composition roofs.

THE PHILIP CAREY COMPANY

232 Wayne Avenue,
Lockland, Cincinnati, Ohio

Carey

BLACK PAINTS

There is an immense market for these preservative paints in your town. Don't let it slip away from you.

Display these handsome cans, lithographed in attractive colors. They'll sell paint and make money for you.

These six sample cans and dealer proposition will be sent you on receipt of coupon below—mail today.



Gentlemen: Please send sample lithographed cans of your Black Paints and full information concerning dealer proposition.

Firm Name

Location



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

“Buffalo” Electric Disc Fans

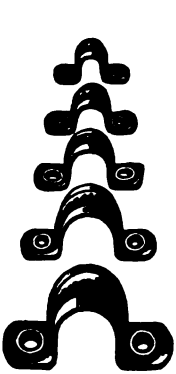
can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.

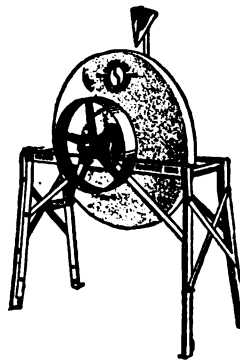
Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



ASK FOR
CATALOG AND
PRICES

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street.
Warerooms and Factory 100 to 114 Broad Street
PHILADELPHIA



“WHY NOT”

There is a vital question in every business. For instance, take the problem of grindstones—the vital question for you is:

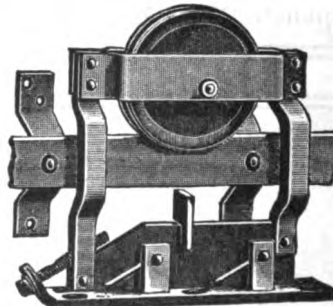
Which Grindstones Have Best Selling Qualities?

CLEVELAND GRINDSTONES

Are the Best That You Can Sell

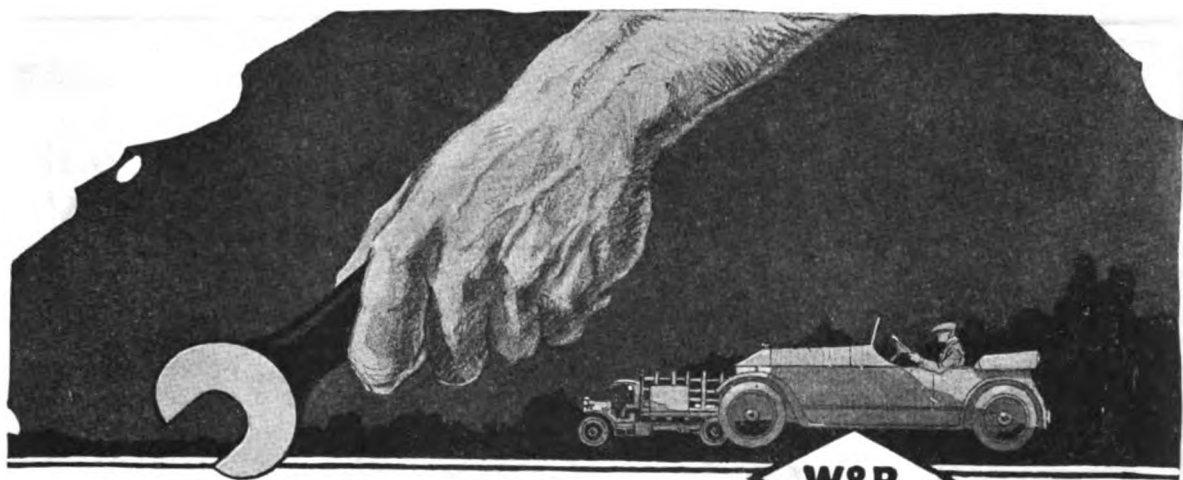
The Cleveland Stone Co.
Union Bldg., Cleveland, O.

Lane's Ball Bearing Parlor Door Hangers



Are the easiest running, most nearly noiseless, strongest, as well as the most durable hanger on the market today. For twenty-five years universally recognized in the Building Trade as the very best Hanger made. Get our catalog showing other styles for less money.

LANE BROS. CO., River St., Poughkeepsie, N. Y.



Better Than Good Enough

TRADE MARK

REG. U.S. PAT. OFF.

When you find "W & B" inside a diamond on a drop forged wrench you know it's the real goods. Sixty-four years of "better than good enough" tool making guarantees the best steel for the purpose, the highest attainments in manufacture and the severest tests, from raw materials to finished product. Grip a "W & B" wrench and you are ready for anything that has to be pulled off or pulled tight.

Whitman & Barnes

Established 65 Years

TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

Factories, Akron, O.; Chicago, Ill.; St. Catharines, Ont. General Offices, Akron, O. New York Offices and Store, 64 Reade St.

STIMPSON-EYELETS

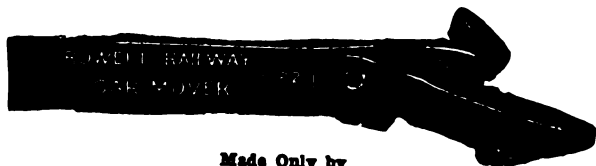
WE MANUFACTURE EYELETS FOR EVERY PURPOSE, IN ALL DIAMETERS, LENGTHS, SIZES, SHAPES AND COLORS. SPECIAL EYELETS AND SHEET METAL STAMPINGS MADE UNDER CONTRACT

BROOKLYN, NEW-YORK

A. 414 A. 581 A. 175 A. 170 A. 22 A. 265 A. 171 A. 289 A. 177 A. 580 A. 213

**Sold by All
Leading Jobbing and Supply Houses**

**Buy a
SAMSON or ROWELL
Railway Car Mover**



**And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN**

**Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin**

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, \$5.00

LOOKS BETTER
LASTS LONGER
SELLS MORE READILY



A CARD TO US WILL BRING A SAMPLE TO YOU

We Also Manufacture
 Bronze, Copper, Painted and Galvanized

AMERICAN WIRE FABRICS CO.

208 La Salle Street, Chicago, Illinois

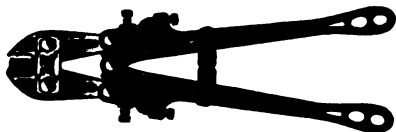
Mt. Wolf, Pennsylvania

Factories:
 Clinton, Iowa

Niles, Michigan

Representatives—Ewing-Lewis Co., San Francisco and Los Angeles, Cal.; D. L. Herman, Seattle, Wash.

PORTER'S
New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
 If not, my Pacific Coast representatives
 will tell you why you should.

Address

Omer Cox,
 Underwood Bldg.,
 San Francisco, Cal.

Jones & Cox
 Newhouse Bldg.,
 Salt Lake City, Utah

Sands & Cox,
 San Fernando Bldg.,
 Los Angeles, Cal.

Taylor & Cox
 Ideal Bldg.,
 Denver, Colorado.

Strimple & Cox,
 L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
 money can buy, for setting Tubular
 or Bifurcated Rivets



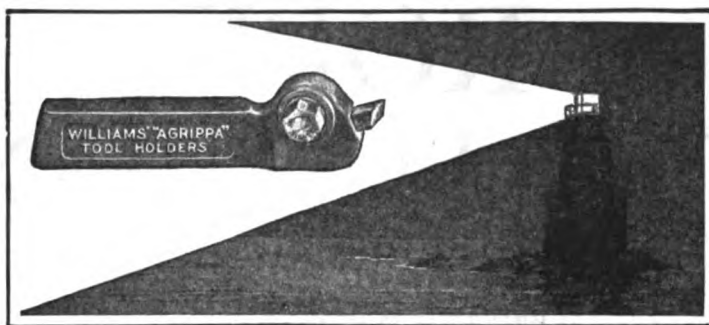
"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



THAT "SAN FRANCISCO AFFAIR"
Turned the Searchlight on Williams'
"AGRIPPA" TOOL HOLDERS
"The Holders That Hold"

Winners of the Grand Prize—the highest possible award—at the Panama-Pacific International Exposition. Thousands have been taken for munitions work by the British Empire, France, Italy, Japan and the U. S. A., because they alone save the most machine time on the job, lose the least repair time off the job, and need the least shifting between jobs.

Tool Holders for Turning, Boring, Threading, Knurling, Cutting Off, Planing and Slide Work

Pacific Coast Representative
M. HOWARD
Monadnock Building,
San Francisco.

J. H. Williams & Co. "The Drop-Forging People"
60 Richards Street, Brooklyn, New York

Western Office and Warehouse:
60 So. Clinton St.,
Chicago, Ill.


Brier Hill Steel
Company,
A. C. EULOFSON, Pres.

BRIER HILL STEEL CO.
OF CALIFORNIA


Brier Hill Steel
Company
J. S. BISHOP, Sec'y.

OPEN HEARTH
STEEL SHEETS

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

STEEL TANK PLATES

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

MILL SHIPMENTS ONLY

RIGHT PRICES

BEST SERVICE

BRANCH OFFICES

1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon
1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

ROPE

CLOVER LEAF MANILA

If *quality* is wanted
If *satisfactory service* is sought
If *durability* is desired

Then Order
CLOVER LEAF MANILA ROPE

It sells itself wherever once used



Trade Mark

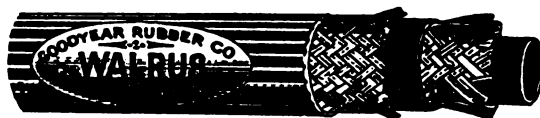
GOOD GOODS
HONESTLY MADE

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

**BARBED WIRE
BALING WIRE AND TIES**

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.

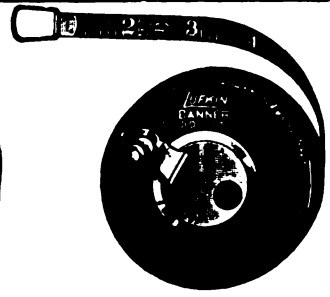
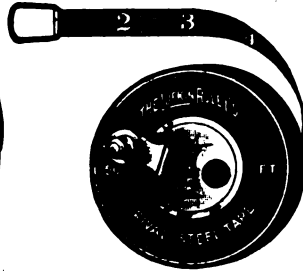
359-363 Monadnock Building, SAN FRANCISCO

**A. C. RULOFSON CO.
SALES MANAGERS**

BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.



**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a **"CHALLENGE"**

a **"RIVAL"**

and a **"BANNER"**

LUFKIN

**AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES**

Stand on Records of
PERFORMANCE as well as
a **GUARANTEE**
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

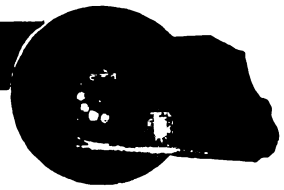
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

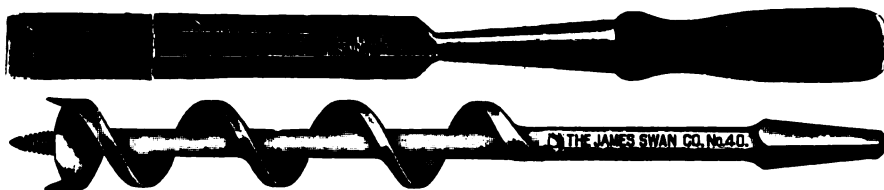
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

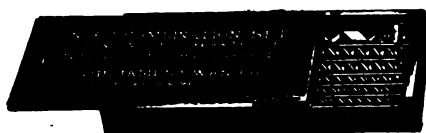
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets

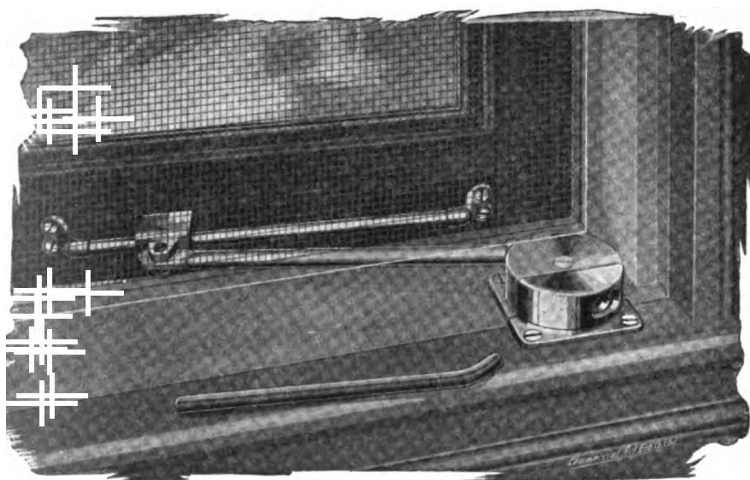


Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

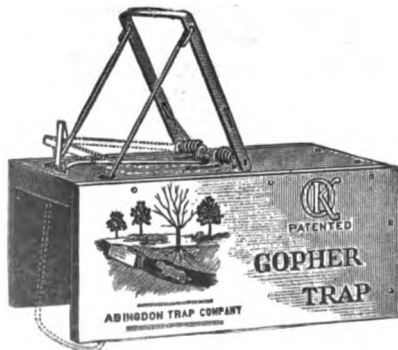
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago



EASY TO GET RID OF THE
POCKET GOPHER WITH THE
O. K. GOPHER TRAP
SURE TO CATCH AND SURE TO
HOLD

Manufactured by
The Abingdon Trap Co.
Abingdon, Illinois, U. S. A.

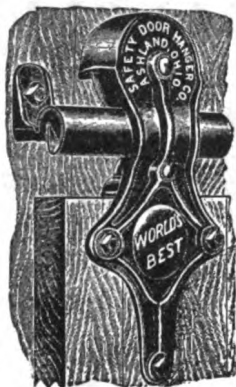
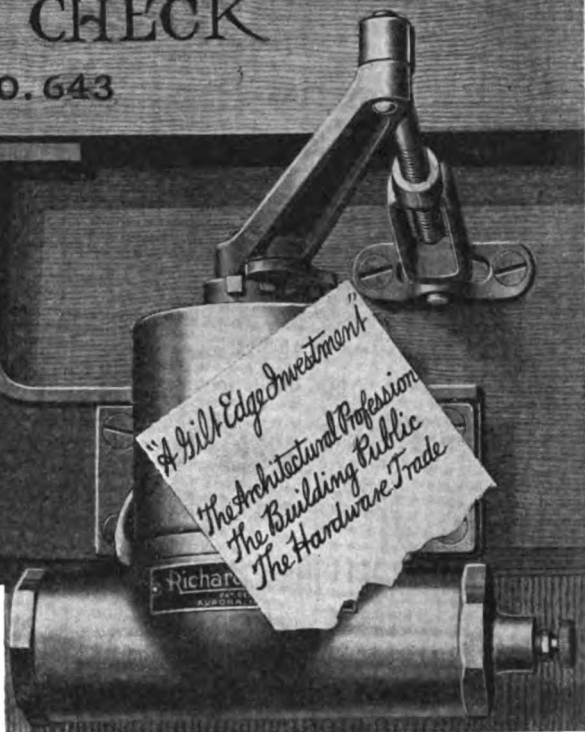
FOR SALE BY LEADING JOB-
BERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



AN ENDORSED CHECK

R-W. NO. 643

MANUFACTURED BY
Richards-Wilcox Manufacturing Co.SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGOAURORA, ILLINOIS, U.S.A.
Richards-Wilcox Canadian Co., Ltd., London, Ont.PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUISYOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger****EXCLUSIVE FEATURES**

Frame is best grade malleable iron.
Wheel underneath track prevents derailment.
Wide bearing of the wheel distributes weight
and makes it the **Hazlett Running Hanger** on the market.

Packed one pair in box complete with bolts;
one-half dozen pairs in a case.

Track has Slidable Bracket, which has made
the World's Best Hangers so popular with the
building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.

FOUR BIG SUCCESSFUL SEASONS Have Made
THE HAZLETT Dandelion RakeThousands in Use
Giving SatisfactionThe
**ACCEPTED
STANDARD****Dandelion Destroyer
And General Utility****LAWN RAKE**

The Teeth gather the blossoms and foliage, the Curve carries it off and a push backwards cleans the rake.
Mr. Dealer: Stock this Rake—start a Clean-up Week.
It Sells, gives Satisfaction and shows a Profit.
Insist that jobbers give you HAZLETT RAKE—there are imitations, but the Hazlett Rake is the Right One.
Two sizes—16" and 23" heads.

The Hazlett Hand Weeder**THE HANDIEST GARDEN
TOOL ON THE MARKET****Good 40c
and 50c
Seller**

A real Mulcher and Sure Weed Killer. Note the V-shaped teeth and proper position bend of the head.
A tempered Hoe blade opposite side.
Come 18" and 50" Handles.
Ask your Jobber. Write us for particulars or samples.
C. A. Hazlett Dandelion Rake Mfg. Co., Kearney, Neb., U.S.A.

Genuine "PHILADELPHIA" Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers

5 Styles Horse Mowers

3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets
PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.

40-in. Riding Type, 8 h. p.

FLEXIBLE FRAME

Catalog on Request



**Here's the Sprinkler that's
in Big Demand**

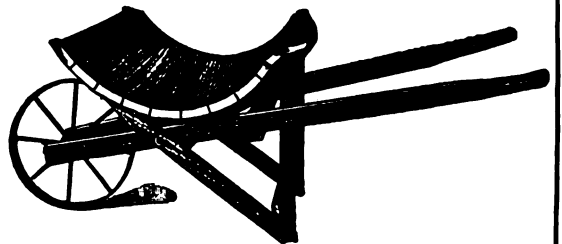


**THOMPSON'S
IMPROVED TWIN LAWN SPRINKLER**

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold through leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

IN STOCK



**Wheelbarrows, Concrete Mixers,
Gas Engines, Hoists, Wheels, Hand
Carts, Car Movers, etc.**

Ask for Price List 319



San Francisco, Cal.

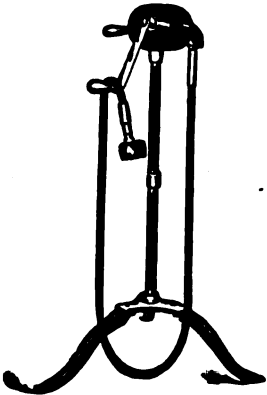
STEWART CLIPPING MACHINES

GIVE YOU A QUICK TURNOVER

The Stewart Horse Clipping and Sheep Shearing Machines are "seasonable merchandise." Demand for them each spring is as positive and active as for ice cream freezers or bicycle tires; and a hardware stock that does not contain the Stewart Machines is exactly as incomplete as that of a grocer who forgets to buy strawberries in their season.

This year you will sell more Stewart machines than ever before. Order now; through your jobbers or direct.

Stewart No. 1 Ball-Bearing Horse and Cow Clipping Machines



Will clip a horse or mule all over in 30 minutes; or a cow, round udders and flanks in 5 minutes. A boy can turn the crank while the operator does the clipping.

Machine is so well built from such quality materials that we could put our price at double our present figure and still be in line with most mechanical tools and devices. List Price \$9.75, \$10.75 west of Denver.

Stewart No. 9 Ball-Bearing Sheep-Shearing Machine

Recognized in every sheep-raising country in the world as the standard of value, and the one best machine at the price, for flocks of 300 sheep or under.

The Stewart No. 9 does such clean, quick, perfect work, and its price is so low, that the wool and labor it saves in one clip of a few dozen sheep will easily pay the whole cost to the buyer.

List Price \$14.00
\$15.50 west of Denver

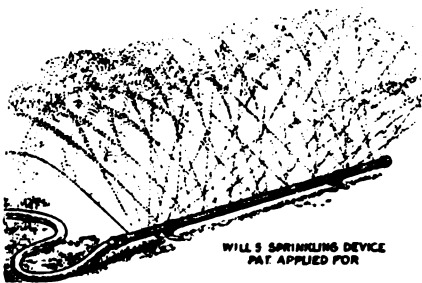


Liberal Discount to Dealers

CHICAGO FLEXIBLE SHAFT COMPANY - 5604 Twelfth Street, Chicago, Illinois

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



WILL'S SPRINKLING DEVICE
PAT. APPLIED FOR

"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

*Rigid Light
Durable*

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it

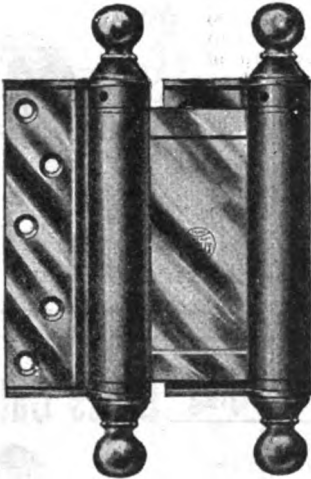


Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Moneyman Edw. Co. Schwabacher Edw. Co.
Holley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Koffman Edw. Co.

The Specialty Mfg. Co.
ST. PAUL, MINN., U. S. A.

TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—
a hinge in great demand.
Note its graceful lines and
handsome appearance.



You can safely stake your
reputation on its *quality* and
performance. It swings doors
faultlessly. Thousands in use.

Sell a product that brings sat-
isfaction and nets a good
profit. Keep well stocked.

Send for Catalogue
H-32

Chicago Spring Butt Company,
CHICAGO NEW YORK

Ewing-Lewis Company, San Francisco, Cal.,
Pacific Coast Representatives

"Son, It's A Great Saw"

"You Bet, We
Used Them
Over There"



SIMONDS SAW

(PRONOUNCED - SIMONDS)

**A Leader in France
Pacemaker at Home**

Our boys over there knew a good saw
and they speak right up for the
Simonds.

They demanded Hand Saws that were
Mechanically Right and, of course, they
specified the Simonds Saw. They
wanted saws that would cut right and
hold their cutting edge, so they selected
Simonds goods.

These same saws which Uncle Sam
called for are the kind that will satisfy
your customers. They excel in quality
and lead all others in profit to dealer
and value to customers.

Write for Catalog and Terms

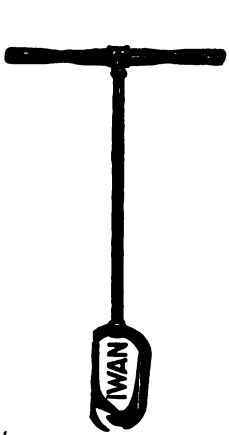
Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, Calif.

Seattle, Wash.
Vancouver, B. C.

MAKE THESE FOUR IWAN TOOLS



**YOUR
LEADING
SELLERS
TOO**



IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes

IWAN Hercules Post Hole Digger.

IWAN Perfection Post Hole Digger.

IWAN Sickle Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

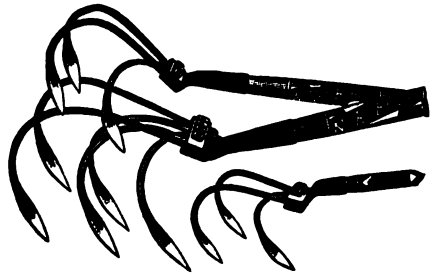
DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A



With the—

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.



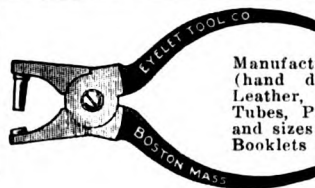
PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.

Williamsons Lightning Healing Powder



Cures Galled Sores while working horses, Cracked Sore Teats on cows, Galls and Chafing on person. No pain when applied. Dealers order from your jobber. Comes dozen in display box at \$4.00. Retail at \$6.00.

WILLIAMSON MFG. CO. . . . SHEFFIELD, ILLINOIS



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM

J. SAND & SONS - Detroit, Michigan



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

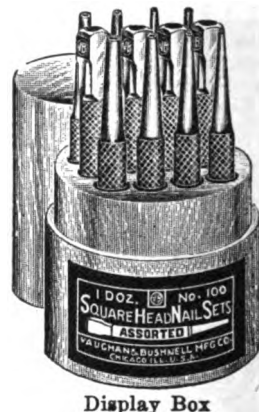


V & B Square Head Nail Set

Patented



No. 100



Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.

These Nail Sets are made in **One Piece**.

Owing to the square head design, they will not roll. Cup pointed, individually tempered.

For sale by all leading jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.

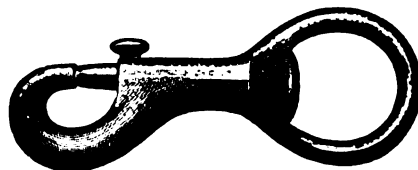
1852

TROY, N. Y.

1918

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS

In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ Inches



TROJAN OPEN EYE SNAP

Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.

TROY, N. Y.



"The Blade in the Plaid Box"

"LENOX" Hack Saw Blades

Adopted by some of the largest users of Hack Saws in the country.

Now being stocked by representative Hardware and Mill Supply Houses, because they have proven their superior **QUALITY** and **UNIFORMITY**, which, coupled with an **UNEQUALED SERVICE** on deliveries and a package that is **DISTINCTIVE**—they have given both the Dealer and his Customer "just the Hack Saw they have been looking for."

Manufactured by

AMERICAN SAW & MFG. CO., Springfield, Mass.

W. ROSE

THEY ALL WANT THEM



W. ROSE Tools are demanded by the best workmen. You can always satisfy the most exacting customer with a W. ROSE.

WM. ROSE & BROS.
Sharon Hill, Pa.

TOOLS

WIEBUSCH & HILGER,
110 Lafayette St., New York



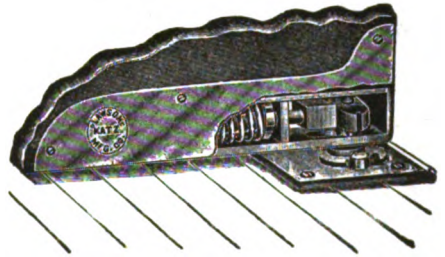
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will **INSURE AGAINST ACCIDENTAL** release of door. **INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE.** Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



Sure, It's a New **PULL-EASY** Adjustable Garden Cultivator

PULL-EASY

Combines the popular five-prong style with the great **PULL-EASY** Adjustable feature. Can be used as a rake when spread out to full twelve-inch width.

Costs no more than the old rigid style and outsells it two to one.

It is guaranteed. Our Number **PE5**. Ask your jobber.

THE PULL-EASY MFG. CO., 483 Barstow Street, Waukesha, Wisconsin

Teeth—Five, channeled steel, guaranteed unbreakable.
Points—Convex for perfect scouring.
Handle—Four feet long, polished.
Adjustable—6 in. to 12 in. wide.
Packed—Half dozen in a crate.



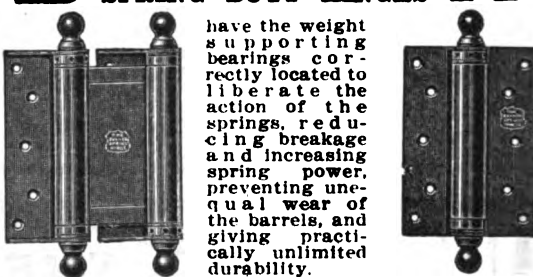


McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863


ONLY
BOMMER
DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

BOSTON, MASSACHUSETTS

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith	Supplies



Big Little Profit Builders

*Keeps
Money
making
Devices
for
Hardware
and
Building
Material
Dealers*

A "Quick Turn-Over"—Self-Seller

Try 'Em Out

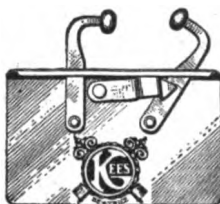
Keeps

**CALF
WEANERS**

Your Profit
Over 50%



Just Snap Arms Together!



SNAPS ON
Before the
Calf knows it.
No split keys,
bolts or
buckles to
monkey with.
Cannot injure
either cow or
calf.

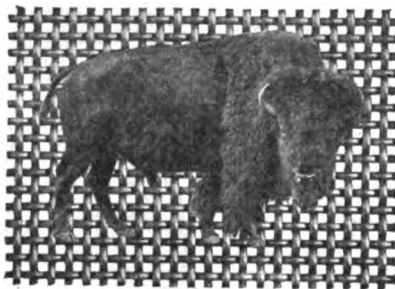
Invented by a Farmer for the Farmer

Sensible, simple—smooth, rounded corners. No points to catch nail or get tangled in wire fences or other objects. Made of pressed steel—strong and light. Sold by most jobbers. If yours can't supply you, write to us.

Send
for
Lists,
Samples
and
Selling
Helps
to Dept. 18.

F.D. Kees Mfg. Co. Beatrice, Nebr.

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures **QUALITY, SERVICE AND SATISFACTION** wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.



A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.

BUFFALO WIRE WORKS COMPANY

Formerly Schaefer's Sons

524 TERRACE - BUFFALO, N. Y., U. S. A.

GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

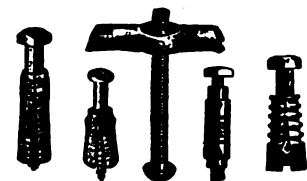
J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative. P. O.
Box 299, San Francisco.



"STAR" EXPANSION BOLTS



Trade Mark
"SEBCO"

A Pleasure to Sell

Standard the
World Over

STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago
147-149 Cedar Street, New York

Ohlen Saws

Columbus, Ohio

Western Branches

Portland, Ore.

San Francisco

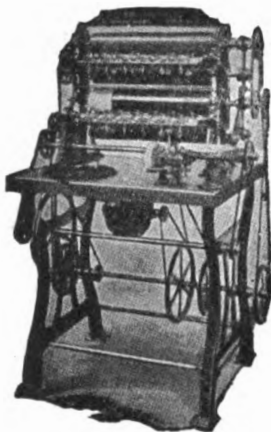
Standard for Sixty-Five Years

Uncle Sam Said— "SHAVE!"

Our boys in the service are doing it—all of them.

They had to have razors—so Uncle Sam took over the output of some of the best safety razor manufacturers.

Result: Shortage of blades and an increased demand for



Hatfield Complete Sharpening Machines

from Hardware dealers everywhere.

Many stores are now doing a "Land office business" sharpening safety razor blades for the boys "over here," those who expect to soon go over and the "home army" who shave themselves and must have sharp blades.

The Hatfield sharpens every make of safety blades at a speed of twelve blades every five minutes. Every machine guaranteed.

Hatfield owners are making from \$5.00 to \$12.00 per day. Send for Evidence.

HYFIELD MFG. COMPANY
21 Walker Street, New York City

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size $2\frac{1}{4} \times 24$ in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. $2\frac{1}{4} \times 24$ in.

All our Leather and Web stropps are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, $2\frac{1}{4} \times 24$ in.

Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

Western Representatives,
GELFATH SALES CO.,
461 Market St., San Francisco.
ALLEGRETTI MFG. CO.,
Geneva, N. Y.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

COBBLER SETS



LEADER

The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

**FAST SELLERS
MADE IN 7 SIZES**

SHOE STANDS & LASTS



**THE
BEST
MADE**

**OUR
PRICES
ARE
RIGHT,
TOO.**

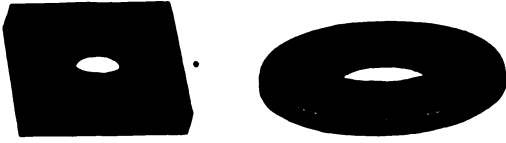
**Empire
Guaranteed**

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooley Building, Salt Lake City, Utah.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Follow Plates Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

STEWART

Automatic Casement Sash Adjuster

RETAIL
90c
and
\$1.25



Adjustable
Friction

Only takes
One-inch
Space

Hardware Dealers Write for Sample Model and Prices
Simplest Automatic Sash Adjuster on Market

—Manufactured by—

Simpson & Stewart, 565 16th St., Oakland.

Makes the Sale

when maximum power and accuracy with minimum effort are required for work on light sheet metal, steel, galvanized iron, copper, brass, etc., for furnace piping, harness, paper, fabrics and auto repair work.

SAMSON PUNCH

equipped with 3/16" punch and die, unless otherwise specified. Takes seven interchangeable die sizes—from 1/16" to 1/4" in diameter—in same tool head. Drop forged steel, simple in design, nickel plated.



Write for Proposition
Discounts, Etc.

MACHINE APPLIANCE CORPORATION

351 Jay Street

BROOKLYN, NEW YORK

Bridgport Hdw. Mfg. Corp.

Bridgeport, Conn.

"FIXIT" POCKET KNIFE KIT No. 186



Comprises

Brass-lined Jack Knife with
coco handle

Wood Saw

Chisel Rule

Bottle Cap Lifter

File Reamer

Cork Puller

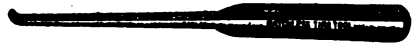
Gimlet

Screw Driver

Can Opener

Each tool made of finest steel. Heavy leather case. Weighs only 9 ounces. Fits perfectly in the pocket. Size when closed 3 1/4 x 4 1/2 x 1 inches.

THE MATCHLESS TIRE TOOL



Tempered Steel, 11 1/2 Inches

No. 38—Natural finish List \$6.00 Doz.

No. 39—Polished List \$9.00 Doz.

THE LITTLE WONDER Midget Screwdriver

A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year No. 42 Assortment

Four 1 1/4-inch, four 2-inch, four 3-inch



O. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. O. McCARTY & CO.
Eastern Sales
Agents
New York City

"GOLD MEDAL"

"GOLD MEDAL"

(Trade Mark Reg. U. S. Pat. Office)

"GOLD MEDAL"



YOUR AIM=OUR AIM

Your aim is to gain the confidence of your customers and prospective customers. The surest way to gain and hold this confidence is by selling only such merchandise as you can unreservedly stand back of.

Our aim is to build the best folding furniture that it is possible to build. Every piece is guaranteed—it is made right or we will make it right.

On the quality of its merchandise and its policy of fair dealing and co-operation this company has built a reputation that has stood the test of more than a quarter of a century. Use this reputation to increase your sales and secure repeat orders.

Write for dealers' prices.

GOLD MEDAL CAMP FURNITURE MFG. CO.

RACINE, WISCONSIN, U. S. A.

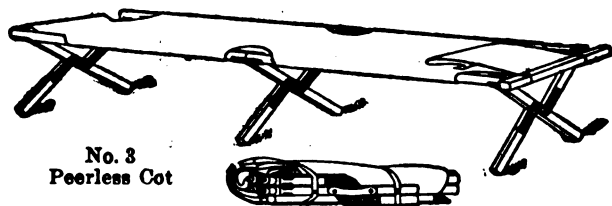
"GOLD MEDAL"

"GOLD MEDAL"

"GOLD MEDAL"

WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

FOLDING CAMP FURNITURE



No. 3
Peerless Cot

Cots, Chairs, Stools

Also a Complete Line of

**Canvas Goods, Tents, Covers
Pau'ins, Leggings, etc.**

**SLASHER MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for
hand made Axe,
Pick, Sledge and
Hammer Handles.



**IVORY HANDLE
COMPANY**
Hope, Arkansas

PREPARE FOR THE INDOOR SEASON
BY LAYING IN A SUPPLY OF

Peters Semi-Smokeless Cartridges

The © brand is known among users of the rifle and revolver to possess that extreme accuracy, cleanliness and uniformity which makes high scores possible. That Peters ammunition is an effective aid in developing and sustaining the highest degree of marksmanship is proven by the records made with it in recent years. They have won the following:

- 1918—N.R.A. Inter Club Team Championship, Peters Rifle and Revolver Club, Kings Mills, O. (3rd successive time).
- 1918— " High Individual score, 2000 ex 2000 by Capt. T. K. Lee, Birmingham, Ala.
- 1918— " Military School championship, St. Johns Military Academy, Delafield, Wis.
- 1918— " High School championship, Iowa City High School, Iowa City, Iowa.
- 1918—Zettler Championship Match, Arthur Hubalek, 2476 ex possible 2500
- 1919—U.S.R.A. Championship Match A, Capt. T. K. Lee, 477 ex 500
- 1918— " " B, Capt. T. K. Lee, 482 ex 500—A New World's Record

Shooters intending to compete in the 1918-1919 Indoor Matches or in club practice events will do well to provide themselves with **PETERS SEMI-SMOKELESS AMMUNITION**, the kind that has won more important victories in the past 20 years than all other makes combined.

There is a dealer in your town handling the © brand.

THE PETERS CARTRIDGE COMPANY, CINCINNATI, OHIO

Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Co., Portland-Spokane, Duluth, Winnipeg-Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Sloss & Brittain, San Francisco

A Size for Every Fish

Made in 3, 6 and 9-foot Lengths

SOLD EVERYWHERE

Beware of Japanese Imitations



JOE WELSH

PASADENA - CALIFORNIA

Exclusive Agent U. S. and Canada

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.



Established

1 8 9 9

THE
GENUINE

Hildebrandt Spinners
and Flies

MADE ONLY BY

The John J. Hildebrandt Co.
Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

AUTOMOTIVE EQUIPMENT

We Can Furnish You With Supplies for Automobiles,
Trucks and Tractors

NOTE OUR LEADING LINES

Simplex Jacks
Tuthill Springs
Ever-Good Bumpers
Parts for Ford Cars
Special Tools of All Kinds
Pennsylvania Fabric & Cord Tires
Eveready Storage Batteries
Veedol Oils and Greases
Champion Spark Plugs
Hess-Bright Bearings
Leak-Proof Rings
Polson Patches

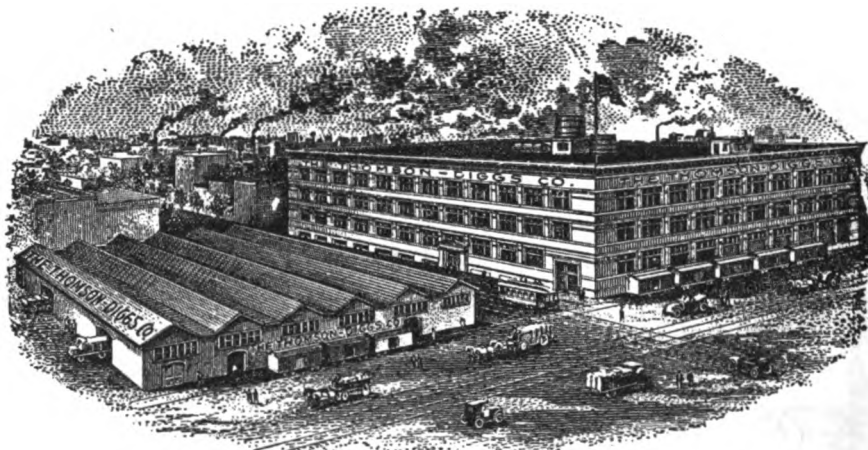
SALT LAKE CITY
UTAH

**The Salt Lake
Hardware Co.**

POCATELLO
IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevoll-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets
PORTLAND, OREGON

NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF ...

Garden Tools

Poultry Netting

Lawn Mowers

**Pruning Shears
and Saws**

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA

MAXOTIRES

MAKE ALL TIRES TROUBLE-PROOF

WHAT DOES HE SEE?



These Tires exhibited at nearly all the State Fairs and Detroit, Chicago, Cleveland, Minneapolis, Milwaukee, St. Louis, Kansas City and many other Auto Shows.

The

Owner
Used

MAXOTIRES

PATENTED

Dec. 28, '09.
Jan. 4, '10.
April 27, '15.

BLOWOUTS-RIMCUTS-PUNCTURES

Are prevented by the use of this most practical patented tire and tube saver. Also, MAXOTIRES will add from 1000 to 5000 miles of "safe" mileage to the weak tires which you are about to throw away.

They are not "Reliners." They do not reline the casing but encircle the tube completely—holding the pressure within themselves.

Maxotires are made very similar to your tires, the carcass being composed of layers of tire fabric while the tread is made of very tough, wear-resisting rubber. The entire MAXOTIRE is then shaped to fit the inside of the tire perfectly.

The carcass is made of extra strong material in order to hold the tube pressure until the outside shoe is worn entirely through to the MAXOTIRE.

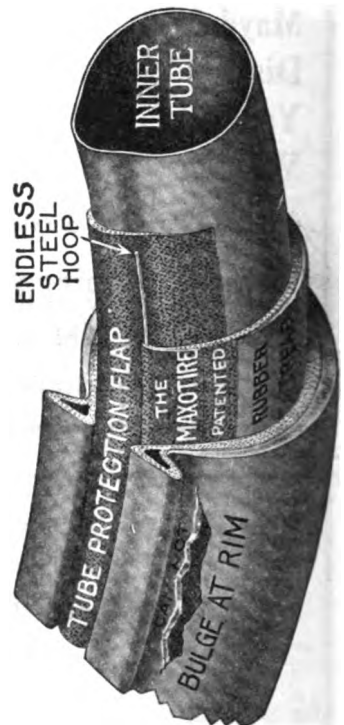
This wide side or flap that passes under tube is SEMI-CURED like the body of the MAXOTIRE by a patent process which has withstood a 10 years' test. This SEMI-CURED makes it soft, instead of harsh, and forms a non-chafing bed for the inner tube. The flap prevents tube pinches as well as chafing on rough edges of tire.

It cannot blow out on the flap side for the air pressure forces the endless steel hoop into the SEMI-CURED soft tire flap, preventing slipping and making the MAXOTIRE a tightly closed endless tube protection cover.

To overcome the faults of inner tires, inner-shoes or reliners of pulling up "at the sides," one edge of the MAXOTIRE is made like a straight side tire, having a very tough, endless steel hoop laid in it. This hoop, which is made of the best of tested steel, just fits the rim nicely. It is impossible for this side to pull up or blow out under any circumstance. For further information apply to

DUNHAM, CARRIGAN & HAYDEN CO., San Francisco, Cal., U. S. A.

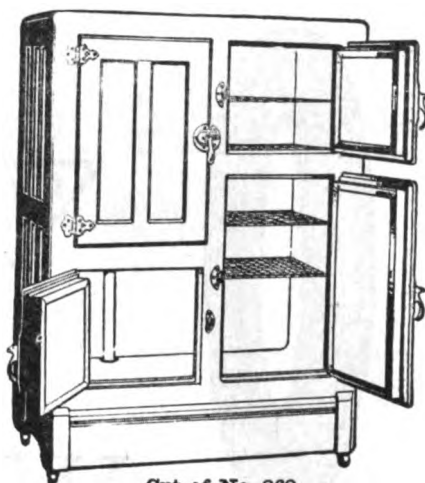
DISTRIBUTING AGENTS FOR CALIFORNIA, PART OF NEVADA AND OREGON



Alaska Refrigerators

MANGRUM & OTTER, Inc.
DISTRIBUTORS

827-831 Mission Street, San Francisco, Cal.



Out of No. 262

The Box With a Perfect Circulation

Alaska Refrigerators are Not Built Down to
a Price but Up to a High Standard

LET US FIGURE WITH YOU ON YOUR REQUIREMENTS
FOR THE SEASON'S BUSINESS



THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

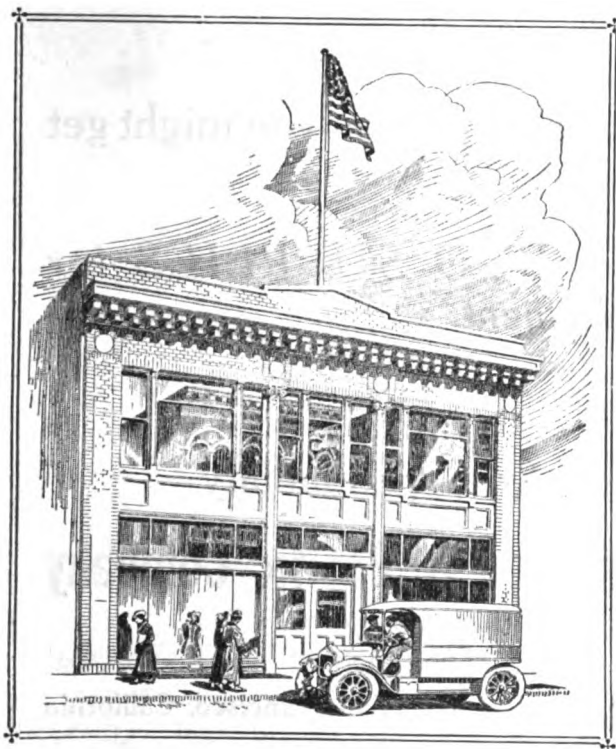
If Your Jobber Does Not
Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



H. ROTH & SONS

SPECIALTY HARDWARE JOBBERS

We are making additions
to our stock as rapidly as
conditions permit

—
"TRY US FIRST"
—

H. ROTH & SONS

Specialty Hardware Jobbers

942-944-946 Mission St.

SAN FRANCISCO - - CAL.



Cord Tread



Stalwart Tread



G & J Tread



Oh, Yez!!!

TIRES

Are Again Available

WOULDN'T you like to have the exclusive territory on this old, well known and unquestionable quality TIRE? Nearly the oldest brand made, distributed almost entirely thru hardware dealers. Are you interested in increasing your business by selling a tire that will bring customers back satisfied?

If not already taken you might get the agency.

Also AUTO SUPPLIES for every requirement.

Yours for dependability

Baker, Hamilton & Pacific Company

Pacific Coast Distributors

WHOLESALE ONLY

700 Townsend Street - San Francisco, California

Because they have met the test—

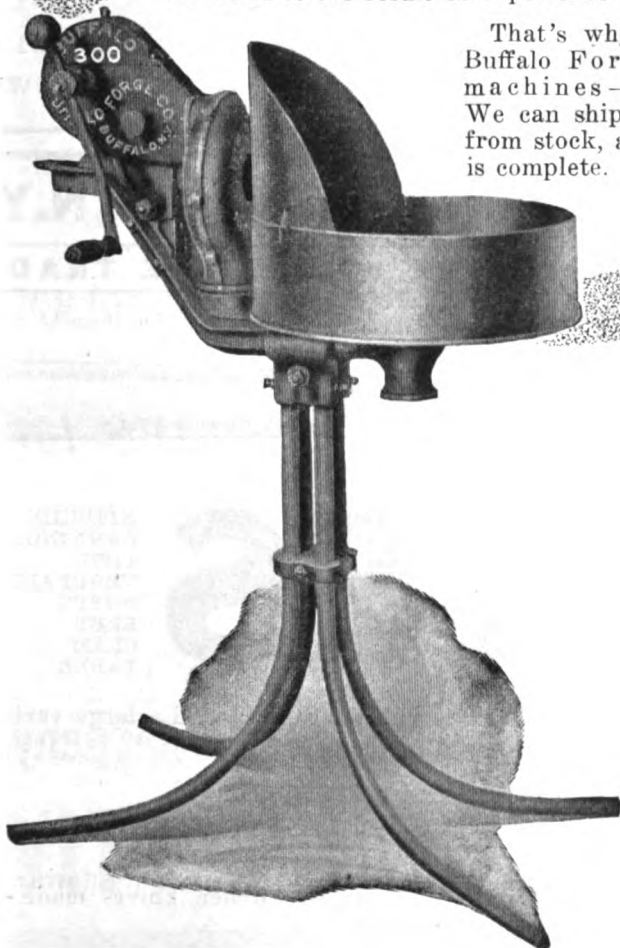
FORGES, drills, blowers and exhausters—for both hand and power—our stock of Buffalo Blacksmith shop and machine tools is complete.

The Buffalo Line

has behind it the critical test of over 40 years. These machines are built right because they have been developed to meet the demands of the trade.

Each machine has its specific purpose—its design and construction is the result of experience and study.

That's why we stock Buffalo Forge Company machines—exclusively. We can ship immediately from stock, and our stock is complete.



**Baker, Hamilton &
Pacific Company**
San Francisco

Easier Sales and More Profits



THE predominant features of Sturges Steel Churns are apparent on first examination. You don't have to "talk" this churn to sell it. It sells itself. It takes the eye of the churn buyer with its attractive outside finish in red and blue enamel and heavily tinned, smooth interior. No corners or crevices to retain dirt. Easy to clean and keep pure and sweet. Drawn steel barrel will not soak up and retain the moisture. No staves to warp. Lighter and easier to operate. Gives a lifetime of efficient service. Made in four sizes; you can meet the requirements of every churn buyer in your territory.

If you are not selling Sturges Steel Churns you are missing profits that should be yours. Write for more information about Sturges line and ask for Circular No. 35X.

Sturges & Burn Mfg. Co.
Makers of Sturges Guaranteed Capacity Milk Cans
Chicago, Illinois

Sturges Steel Churns

TRADE **VILLAGE BLACKSMITH** MARK



No. 3 GRASS HOOK



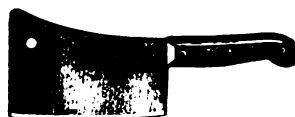
MECHANICS TOOLS



GRASS SHEARS



BUTCHER KNIVES



CLEAVERS



Washington Cutlery Co., Watertown, Wis.

The Ontario Knife Company, Franklerville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



Three sizes of Pail
Four sizes of Can

**Your Best
Customers
Already
Know
About
This Can
and Pail**



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

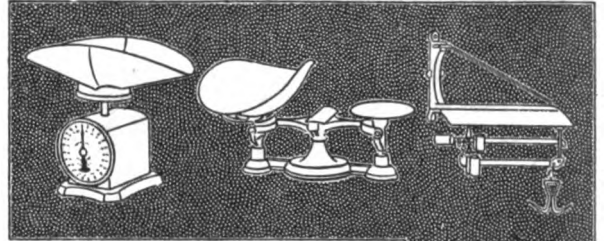
The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co. San Francisco
Dohrmann Commercial Co. San Francisco
Dunham, Carrigan & Hayden Co. San Francisco
Heyman-Weil Co. San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc. San Francisco
Seller Bros. & Co. San Francisco

**WITT'S CAN and
PAIL**



**If Your Trade Wants
Quality and You Want
Liberal Profits, Send
for the CHATILLON
Catalogue**

There is a decided advantage in selling Scales and Cutlery of known high quality. The better the quality of such articles the more certain your customers are to be satisfied.

Satisfied customers are business builders and your biggest business asset.

**Chatillon Scales and
Foster Bros. Cutlery**
excel in quality of material and workmanship, and are guaranteed by the makers.

Liberal profits and fair treatment make this **Chatillon** line doubly attractive to progressive dealers.

Send for catalogue, prices
and trade discounts

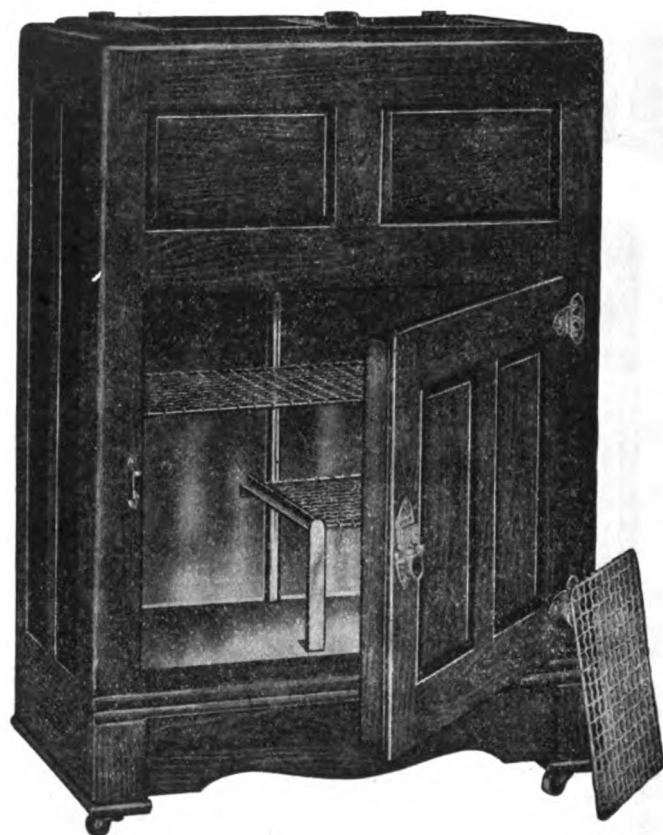
JOHN CHATILLON & SONS

Established 1835

85 Cliff St., New York City



Monarch Refrigerators



Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

Monarch Refrigerator Works
Burlington, Vermont

SEND FOR 1919 CATALOG

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost No Nore Than Imitation or Inferior Articles

But They Build Up
Your Trade and Satisfy
Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.

**EXAMINE SAMPLES OF THIS
WARE AND PROVE IT
FOR YOURSELVES**



Sold by All First Class Jobbers Throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Faultless Caster Company

Evansville



I n d i a n a

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles, Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

Easy To Sell!

nated the portable gasoline lamp and lantern and has led the way in their development ever since. Nation-wide advertising tells your customers about Coleman products. Dealer helps and cooperative selling plans bring customers to your counter for easy closing.

Hundreds of dealers are enjoying easy sales and nice profits by handling the COLEMAN line of lamps, lanterns and lighting plants. Coleman origi-

Coleman Quick-Lite

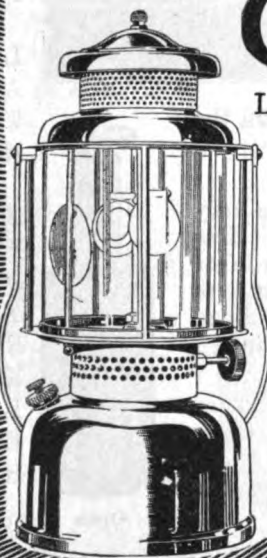
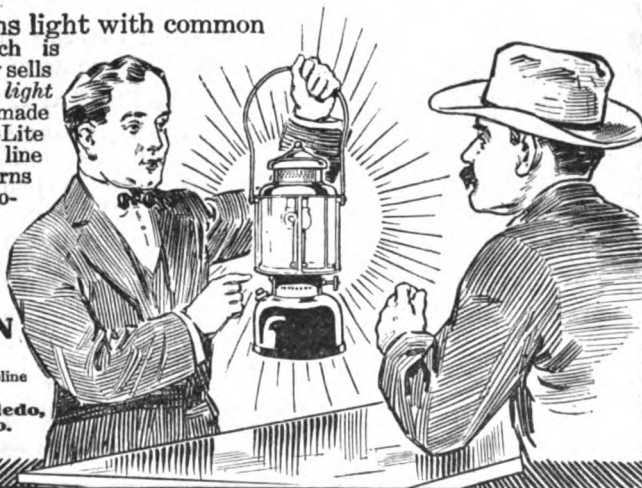
Lamps and Lanterns light with common matches. No torch is needed. The novelty sells many, but its the *light* they give that has made the Coleman Quick-Lite the biggest selling line of lamps and lanterns in the world. Absolutely safe.

Write Nearest House
for Particulars.
Sold Only Through
Dealers.

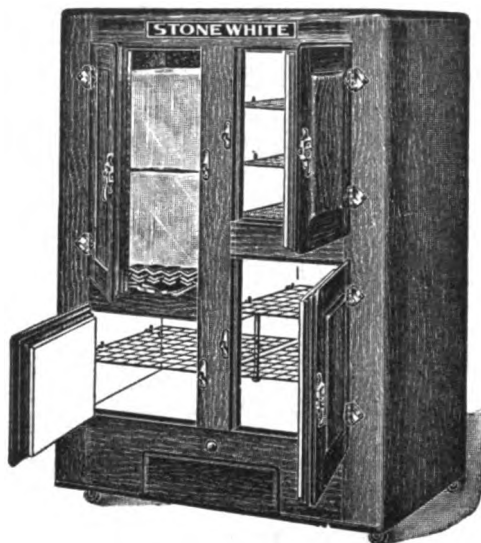
**THE COLEMAN
LAMP CO.**

(Originators of Portable Gasoline
Lamps and Lanterns)

Wichita, St. Paul, Toledo,
Dallas, Chicago.



White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

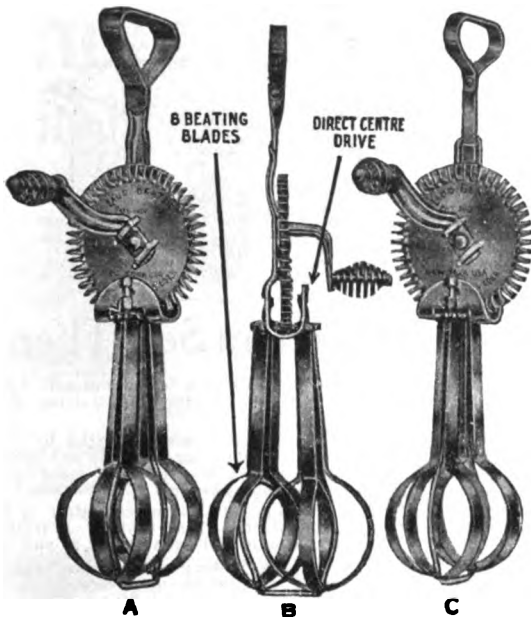
209 Scott Bldg., Salt Lake City, Utah



Closed



Open



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
 Sands & Cox, 207 San Fernando Bldg., Los Angeles
 Strimple & Cox, L. O. Smith Bldg., Seattle, Wash.
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
 Turnbull & Cox, 205 Mint Block, Denver, Colorado

Ladd All - Steel Beaters

WHY ALL-STEEL! For all of the many reasons that will immediately appeal to hardware people who know metals. There is no breakage; should there be, we make good. Surface is smooth and Nickel plated, thus **EASILY CLEANED** and 100% Sanitary; will outlast several cheap cast-iron ones. "Appearances are everything"; they look good and the women buy what appeals to the eye, but **WOMEN KNOW** the inferior knick-knacks are troublesome, unsatisfactory; want something better if found and take **LADD ALL-STEEL BEATERS** on sight if shown. "12 out of 15 women choose LADDS," for every good reason. They provide **YOU PROFITS** as no other does.

Consumer's choice of three holding handles.

JOBBERS the world over, and **US**.



LADD Mixer-Churns



SATURN Clothes-Line Reels

United Royalties Corporation
 1133 Broadway, New York

TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
 PHILADELPHIA, PA.



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

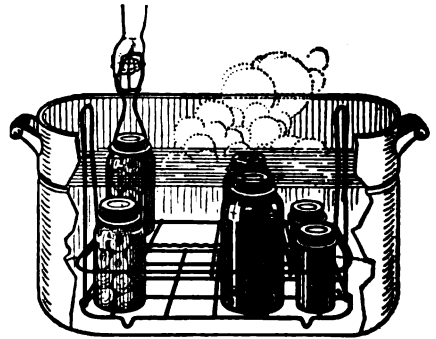
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

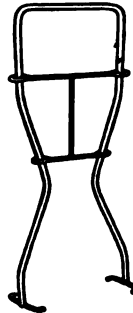
We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



Showing Them Sells Them



There will be a bigger demand than ever for Home Canning Outfits this season.

The Pearce Outfit, endorsed by the Good Housekeeping Institute and other organizations, is one of the most economical and practical outfits made.

The Locktite Pearce can lifter is to be found on no other outfit. It is the most simple and satisfactory of any.

If your jobbing connections cannot supply you, write us direct.

Needs only to be displayed to make sales.

Has points of superiority not found in any other.

Write for Full Description and Prices.

PEARCE CO.

Carroll Ave. and Cherry St., Grand Rapids, Mich.

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco, Los Angeles



RUTENBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.
Marion, Ind., U. S. A.

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representatives

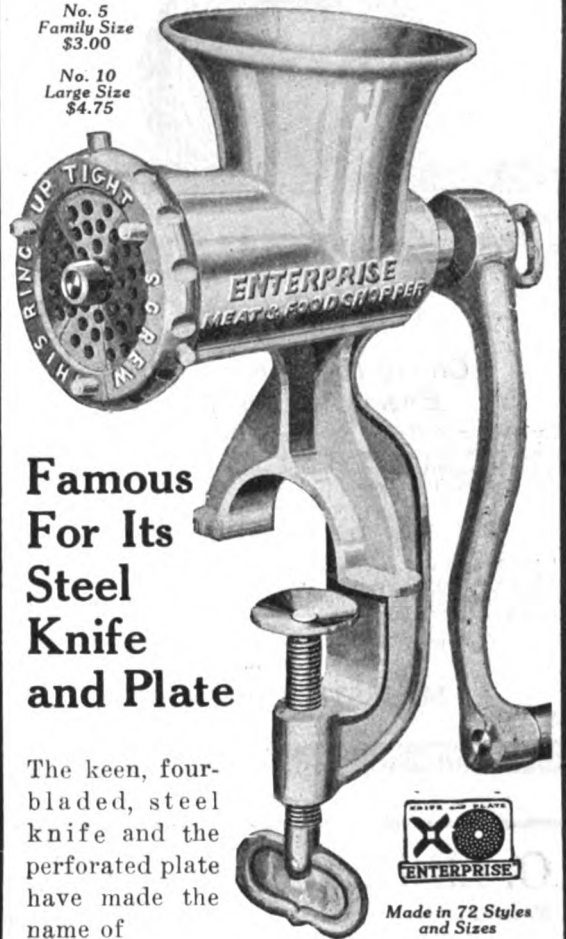
Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Oregon

No. 5
Family Size
\$3.00

No. 10
Large Size
\$4.75



Famous For Its Steel Knife and Plate

The keen, four-bladed, steel knife and the perforated plate have made the name of

"ENTERPRISE" Meat and Food Chopper

Made in 72 Styles and Sizes

"ENTERPRISE" Meat and Food Chopper

a household word wherever true food economy and better prepared dishes are considered.

Housewives have learned that with the "ENTERPRISE" Meat-and-Food Chopper, the cheaper cuts of meat are as desirable as the more expensive cuts. They have learned how, with the "ENTERPRISE," even the toughest kinds of meat can be cut into tiny bits, without squeezing out any of the nourishing juices—how dishes may thus be made cheaply and appetizingly—even from left-overs.

A prominent display of "ENTERPRISE" Meat-and-Food Choppers, and a ready explanation of how the steel knife and the perforated plate, cut the meat—without mangling it—will not only interest the woman, but invariably result in her preferring the "ENTERPRISE" to any other make.

Be sure the Meat-and-Food Choppers you carry are "ENTERPRISE."

Enterprise Sales Helps Free on Request

The Enterprise Mfg. Co. of Pa.
Philadelphia, U. S. A.

29 Murray Street,
New York.

77 O'Farrell St.,
San Francisco



The Majestic Coal Chute

*One of the Improvements
Every Builder Wants*

Why?—The Majestic prevents damage to the building just where the damage always occurs during coal delivery. It eliminates the unsightly coal window, scarred and nicked, and improves the looks of any foundation.

**DEALERS—CASH in on
The MAJESTIC**

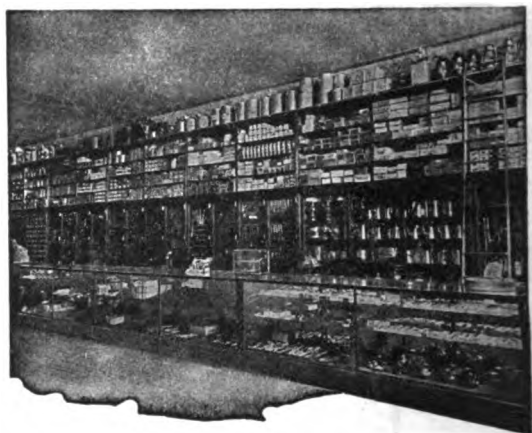
Get the benefit of the new business opportunities created by the 1919 Majestic advertising program. The public will be sold through Literary Digest, House & Garden, House Beautiful, Country Life in America, Keith's Magazine and other publications.

*Write today for catalogue 12N and
dealer proposition*

MAJESTIC COMPANY

1330 Erie St.,

Huntington, Ind.



"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 10C, that explains the Duluth Systems of Hardware Displays.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



*Manufacturers of JAPANNED, BRASS and
TINNED WIRE*

Bird Cages and Cage Sundries

A. L. Conger Co., 751 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. O. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

**The Popular One-day Intermittent
Alarm Clock**

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.

The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California



BOLLER'S PERFECT**Janitor
Mop Wringer**

for use in public buildings, theatres, railroad stations, etc. We have a Mop Wringer for your requirements.

Send for our new booklet of the largest and most complete line of Mop Wringers manufactured.

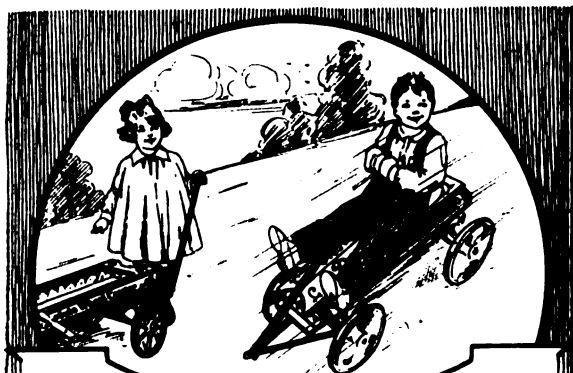
PETER BOLLER MACHINE WORKS

122-124 N. CURTIS ST., CHICAGO, ILLINOIS

**2 BROOMS 1
IN 1**

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

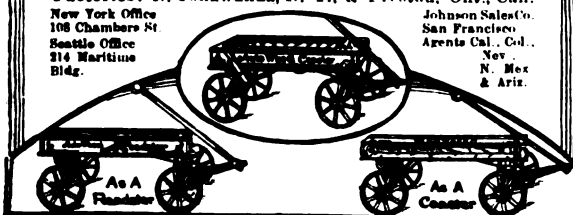
**Look Out for the Auto Wheel!**

DEALERS: Look out that you do not lose your chance for big profits. Watch our national advertising. Notice we tell the youngsters to look for the Auto-Wheel Dealer. This means an opportunity for you—and if you're not an Auto-Wheel Dealer, we urge you to write today for catalog and prices.

Buffalo Sled Co. Dept. A
N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y., & Preston, Ont., Can.
New York Office
106 Chambers St.
Seattle Office
214 Maritime Bldg.

Johnson Sales Co.
San Francisco
Agents Cal., Col.,
Nev.
N. Mex.
& Ariz.



Over 850,000
Satisfied Users

is a strong argument that women everywhere appreciate the advantages of the

Royal
TRADE MARK

Self-Heating Iron

There is not a single point about the Royal Iron that is not a decided advantage in its favor. Here are some of them:

Simple and easy to operate.
Heat can be regulated instantly.
Made of solid brass, iron and steel.
Highly polished and nickel plated.
Correct weight—6¼ pounds.
Handle always cool—protected by heat proof shield and asbestos lined lid.
Largest selling—Lowest priced.

Free to Royal Dealers

Royal Lithographed Window Trim.
Royal Lithographed Counter Displays.
Royal Colored Movie Slides.
Cuts for Newspaper Advertising.
Circulars for Store Use.
Book—Royal Salesmanship (32 pages).

ROYAL SELF-HEATING IRON CO.
Big Prairie Ohio





**Increase your Roofing Sales
Mr. Dealer, the Pioneer Way**

Stock the Best

**Our policy with real co-operation, prompt service
and guaranteed satisfaction**

PROVE THE TEST

**PRICES, SAMPLES, ETC.
UPON REQUEST**

MADE IN A GRADE FOR EVERY KIND OF BUILDING

How About Your Stock of Roofing?

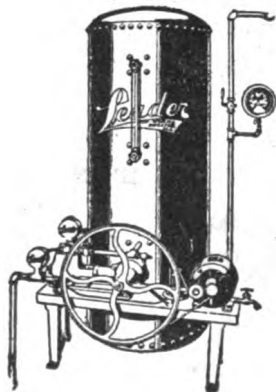
PIONEER PAPER COMPANY

Manufacturers Since 1888

247-251 South Los Angeles Street, Los Angeles, California

Leader
TRADE MARK

WATER SYSTEMS



**FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS**

PACIFIC PUMP & SUPPLY CO.

**853 Folsom Street
San Francisco, California
Sole Distributors**



**Your
Customers**

**will be glad to know about
how they can get better
lubrication at no increased
cost. Tell them about**

**DIXON'S
Ticonderoga
FLAKE GRAPHITE**

**and how it protects cylinder walls from
wear by covering them with a smooth,
durable veneer of graphite that prevents
metal-to-metal contact.**

**Write for Booklet No. 230-C telling
more about this lubricant**

**Made in JERSEY CITY, N. J., by the
Joseph Dixon Crucible Company**
Established 1827



Use an up-to-date N. C. R. System and match your neighbor's success!

The merchant who combines a cash register system with progressive merchandising is bound to grow.

The merchant who handles his money and accounts slowly by hand instead of quickly by machinery, cannot meet competition.

An up-to-date N. C. R. System protects hard-earned profits; increases trade; cuts down expenses; makes

clerks more efficient; stops errors, losses, and disputes; speeds up the business.

Every merchant needs the help of an up-to-date N. C. R. System in handling his money and accounts.

An N. C. R. System is within the reach of everybody. The payments are easy and the machine will more than pay for itself out of what it saves.

An N. C. R. System is a modern business necessity

The National Cash Register Company
Dayton, Ohio

Offices in all the principal cities of the world

IT'S "SOME GUN"

OUT SELLS
OUT SHOOTS
OUTLASTS

All Others

Stock this National Advertised Gun today. Write

BENJAMIN AIR RIFLE MFG. CO.

611 N. Broadway

ST. LOUIS - MISSOURI

"THE BENJAMIN"**A REAL AIR RIFLE**

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES**PROFITS****SATISFACTION**

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

THE BRAINERD LINE

THE MOST COMPLETE LINE ON THE MARKET

Hinges
Hasps
Handles
Hooks



Catches
Corners
Knobs
Locks
Etc.

THE BRAINERD MFG. CO.

WASHINGTON STREET - EAST ROCHESTER, N. Y.



**GENUINE
HUNTER'S SIFTER**

The Standard for a
Quarter-Century

Sectional View
Showing Construction

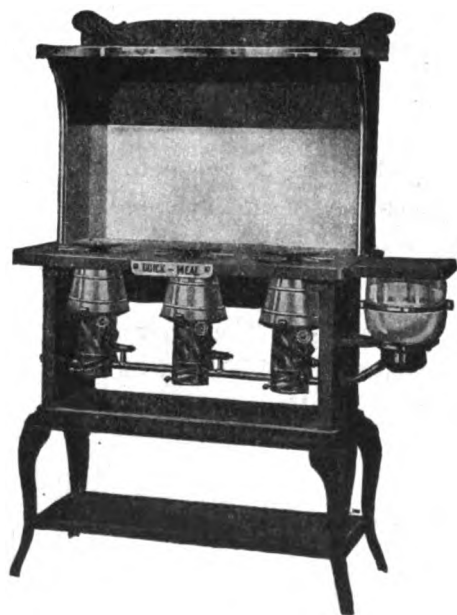
Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO

Sender Street

Hamilton, Ohio



"QUICK MEAL"
Oil Stoves

Have proven themselves
to be the best.

That is why there are so
many more of them sold
than others.

*Write and Secure
Agency*

RINGEN STOVE COMPANY

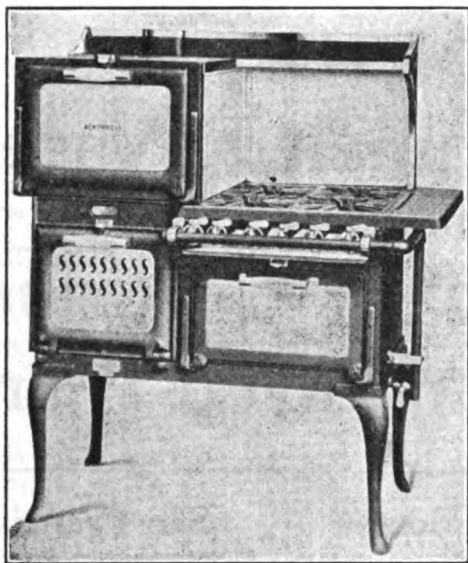
Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 INDIANA STREET, NEAR 19th

SAN FRANCISCO, CALIFORNIA

"NEW PROCESS"

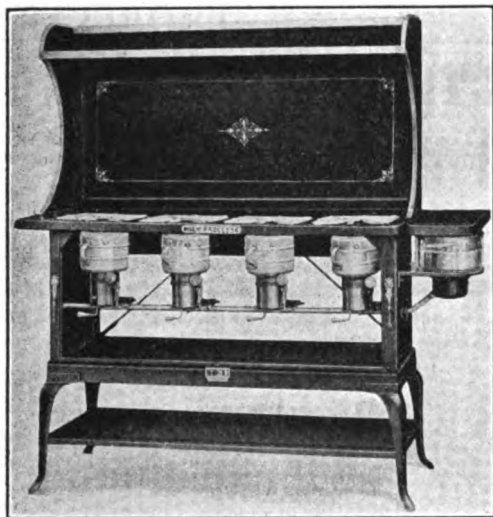


Brings Customers

Dealers who sell the
NEW PROCESS
lines make new and
satisfied customers

The New Process Gas Ranges
are absolutely **Sanitary** and
complete in every detail.

Made in many styles and sizes
for either family, apartment
houses, hotels or restaurants.



The appearance and perfect working
qualities of the NEW PROCESS OIL
STOVE satisfies every user. They are
made in various styles and sizes in
Satin finish.

Furnished with Oil Saving Burners,
High Speed, and Heavy Glass Tank.
Has Large, Roomy Cooking Top.
Legs are made of Strong Cast Iron.
Furnished either with or without
Back Shelf.

The **NEW PROCESS OIL STOVES**
will bring you customers.

NEW PROCESS STOVE CO.

DIVISION AMERICAN STOVE COMPANY

CHAS H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

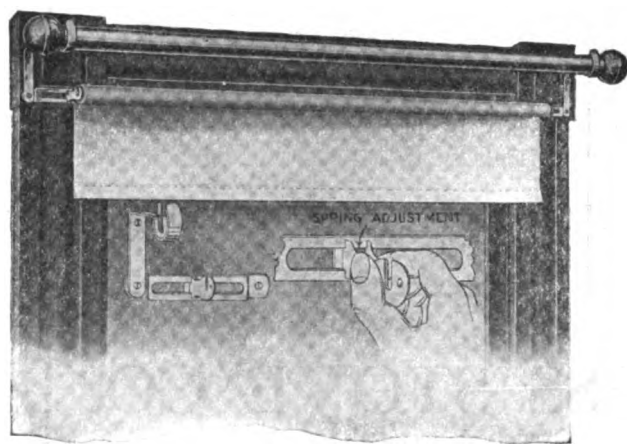
San Francisco

UNIQUE

EASY TO SELL

PROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a long-felt necessity. **Neat, compact, convenient.** Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

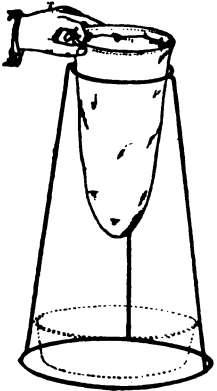
Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

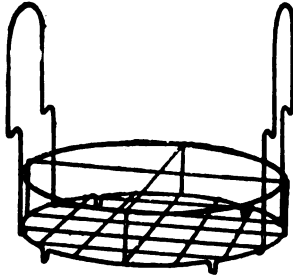
THE BEATON & CADWELL MFG. CO.

New York Office and Store
234 Water Street

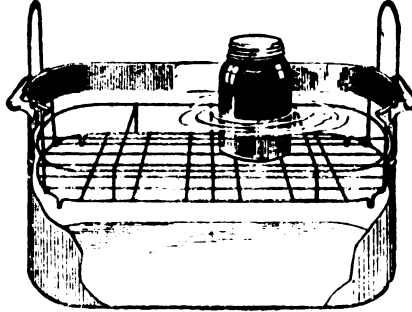
NEW BRITAIN,
CONN.



No. 745
Jelly Strainer



No. 742
Folding Fruit Cooker
Tray—Pat. App. for.



No. 746
Folding Fruit Cooker Tray
Pat. App. for



No. 787—Quarts
No. 788—Hf. Gal.
Fruit Cooker
Baskets

COLD PACK CANNING APPLIANCES—Write for Circular No. 32

Manufactured by J. B. TIMBERLAKE & SONS, Jackson, Michigan

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS - SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228



Clark Jewel Oil Stoves

Speed The flame direct on the bottom of the vessel makes fast heating.

Saving The high speed burners save time and oil. Quick cooking and baking.

Satisfaction Simple to operate can be relied on for long and economical service.

If you are not a Clark Jewel dealer you should become one NOW

GEORGE M. CLARK & COMPANY

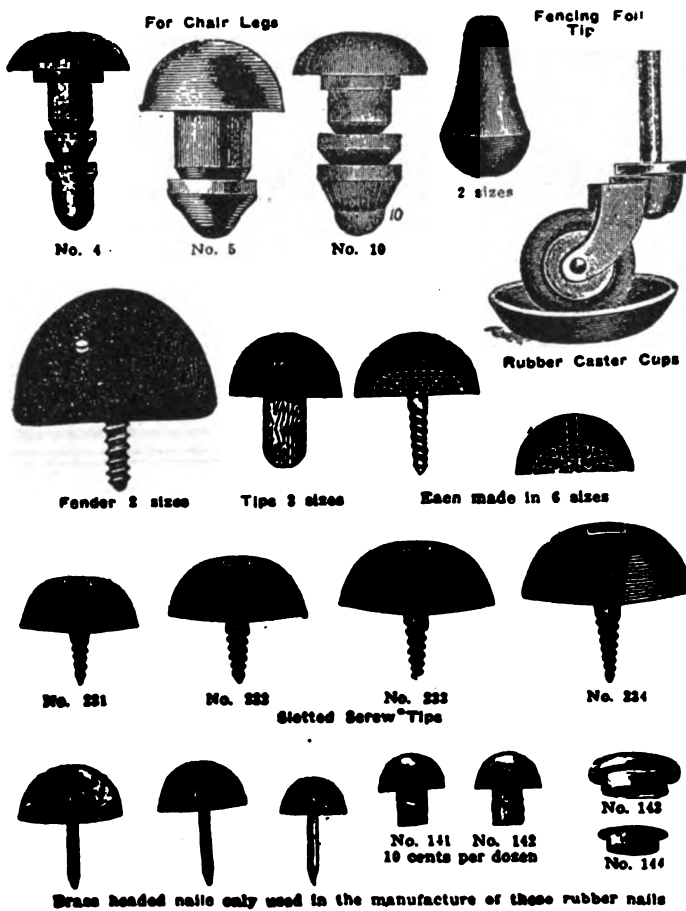
Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock



Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue.
Boston, Mass., U.S.A.



Belt Power Model
No. 5.
Same Style With
Electric Power

The Automatic

A Woman's Washer

Everything about the Automatic is designed for simplicity, convenience and to save labor. It is the woman's favorite.

It is exceedingly simple, with the fewest operating facts.

Two levers control everything, responding to the touch. Wash and wring separately or both at same time.

4 Belt Power Models



4 Electric Models

It washes a tub-full in 7 minutes—everything beautifully clean—from heavy blankets to fine lingerie—without the least injury.

All Automatic Washers wash and wring separately or both at same time.

The Wringers are 3-position swinging reversible, built with strong maple frames, water-proof ball bearings with galvanized races, and equipped with the best rolls made. Rolls are instantly reversible and have instant release.

Write for full information.

Automatic Electric Washer Co.

314 Third Street, Newton, Iowa

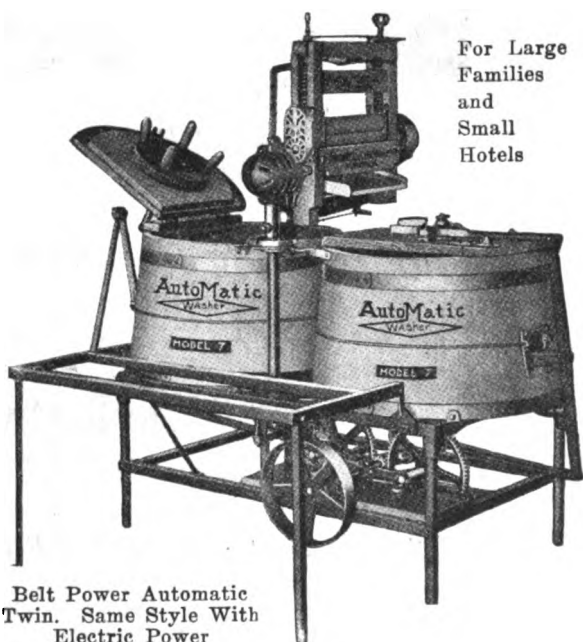
WESTERN DISTRIBUTORS

Los Angeles, Cal., A. A. Wilson,
751 S. Spring St.

Salt Lake City, Utah, Inter Mountain Elec.
Co., 43-59 E. 4th So.

Portland, Ore., Fobes Supply Co.,
285-287 Couch St.

FREE TO YOUR CUSTOMERS
Two valuable Household Booklets—
"Formulas for Soaps and Cleaning
Compounds" and "Cleaning Hints."



For Large
Families
and
Small
Hotels

Belt Power Automatic
Twin. Same Style With
Electric Power



*Our Catalog for 1919
is Ready*

The Baldwin Refrigerator Co.
Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

CASTERS

FOR EVERY PURPOSE

"Gem" Roller Bearing Truck and Furniture Casters

"Harvard" Ball Bearing Casters

"Yale" Truck Casters

"Universal" Ball Bearing

"Universal" Oblong Plate

"Universal" Philadelphia Type

"Universal" Metallic Bedstead Casters

"Heron" Wool Wheel Hospital Bed Casters

Automobile Hardware

Furniture Trimmings

SOLE MANUFACTURERS OF "FELTOID" CASTERS



THE BASSICK COMPANY

General Office, Bridgeport, Connecticut

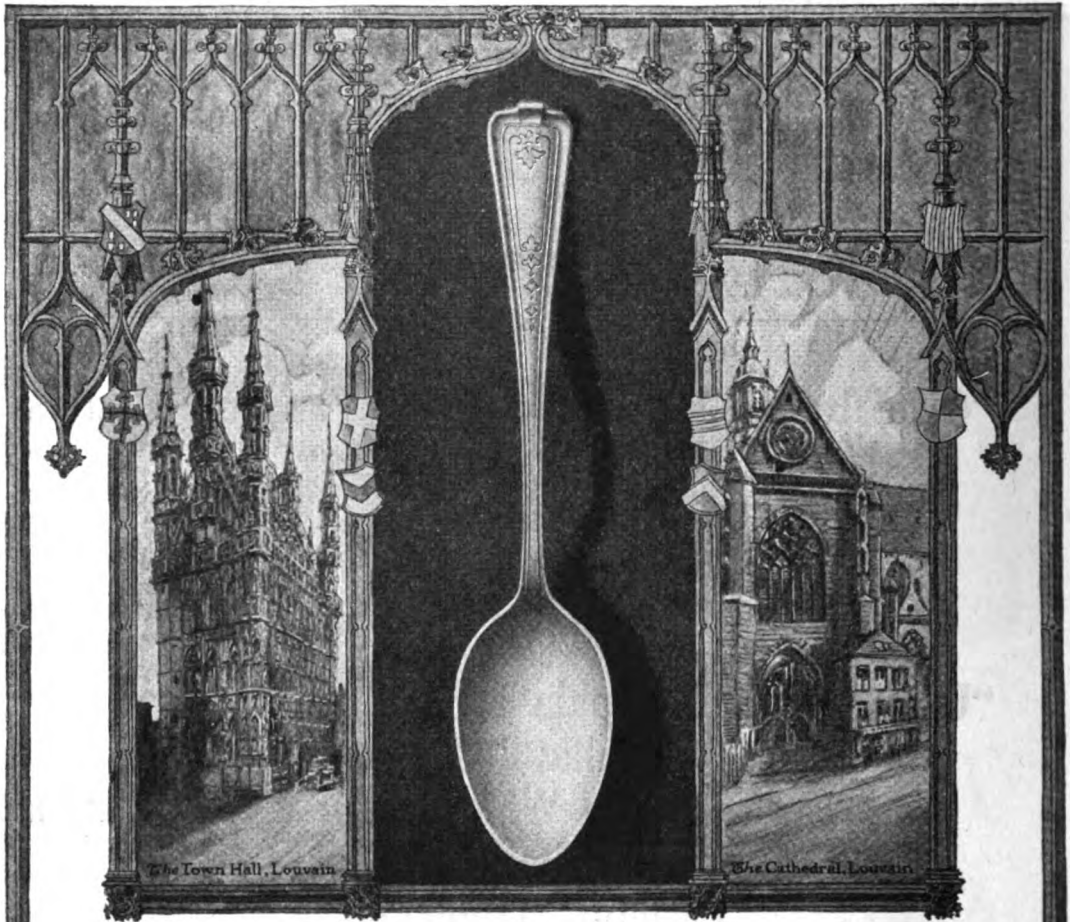
THE M. B. SCHENCK COMPANY
Division

UNIVERSAL CASTER & FOUNDRY WORKS
Division

THE BURNS & BASSICK COMPANY
Division

PACIFIC COAST REPRESENTATIVE

EUGENE C. SAUL, Monadnock Building, San Francisco, Cal.



LOUVAIN

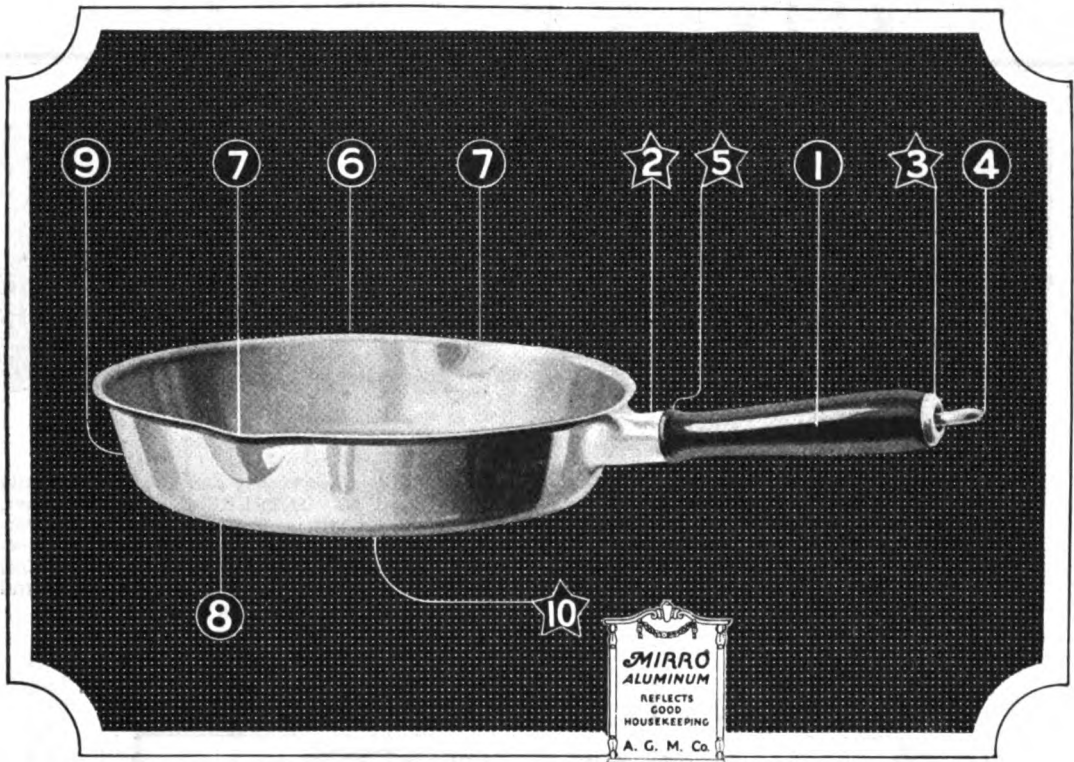
This timely design typifies sturdy, inflexible character in its Flemish outline and graceful decoration. Made in one quality - the best - the same as all 1847 Rogers Bros. plate.

INTERNATIONAL SILVER COMPANY, MERIDEN, CONN.

1847 ROGERS BROS.

The Family Plate for Seventy Years

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.



Every Day Is Fry Day To This Ten-Featured Mirro Fry Pan

A FRY pan is either a lifetime friend or a daily annoyance. One single, solitary shortcoming will outweigh a host of qualities that are good.

Here, though, is a Fry Pan that "measures up" a full hundred per cent, every day, from every standpoint of beauty, durability, convenience, and all 'round dependability. Of course it's a Mirro Fry Pan.

Mark these features, if you please: (1) The ebonized handle is replaceable, which means that the durability of the article is not measured by that of the handle alone. ☆(2) The handle socket is welded on—no wobbling—this is an exclusive Mirro feature.

☆(3) The handle has a metal cap to prevent splitting—another exclusive Mirro feature.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U.S.A.

Makers of Everything in Aluminum

DEALERS: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

(4) Bolt with eye for hanging. ☆(5) Prongs are built into socket to prevent handle from turning, still another exclusive Mirro feature. The handle can not possibly slip or give.

(6) The smooth flaring edge is wear-resisting and easy to clean. (7) Fry Pan is double-lipped for easy pouring with either hand. (8) Smooth, rounded corners can not collect grease, and are easily cleaned.

(9) This is the famous Mirro finish, and ☆(10) is the Mirro trade-mark stamped into the bottom of every piece, a guarantee of excellence throughout.

A quarter century experience is wrought into every Mirro article. And Mirro Aluminum, with its unusual features, is sold at a price that is truly moderate.

MIRRO ALUMINUM

Reflects
Good Housekeeping

UNIVERSAL HOME NEEDS



*For the
Dining Room*

Table Outlery and Silverware, Coffee Urns, Tea Balls Tea Pots, Chafing Dishes, Electric Grills, Vacuum Pitchers, Casseroles, Toasters, etc. All these are graceful in design, superior in material and construction.



*For the
Kitchen*

Make hard work easy and get better results by using the UNIVERSAL Food Chopper, Mayonnaise Mixer, Bread Maker, Coffee Percolator, Tea Ball Tea Pot, Electric Iron, Electric Waffle Iron and Kitchen Outlery. Use this UNIVERSAL line of Home Needs and make your kitchen work a pleasure.



LANDERS • FRARY & CLARK

• NEW BRITAIN • CONNECTICUT •

*For the
Office, School, Motor Car, Hotel or Camp*

Many practical, everyday uses in keeping food or drinks hot or cold is to make the UNIVERSAL Bottle a dispenser of comfort that nowadays we can ill afford to do without. Our line, consisting of Vacuum Bottles, Lunch Boxes, Motor Sets, Pocket Outlery, Scissors, Shears and Tourist's Electric Irons.



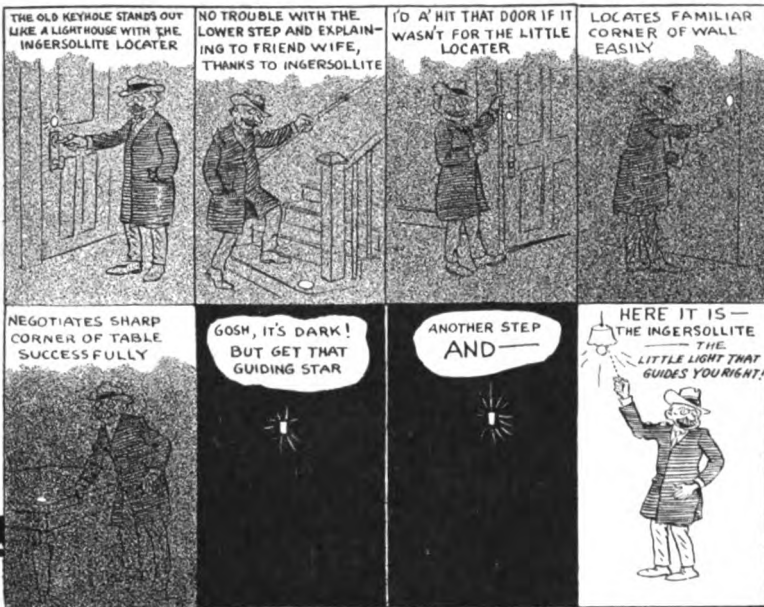
*For the
Boudoir*

Our useful Electric line of Home Needs for the Boudoir consisting of Electric Heating Pads, Curling Irons, Vacuum Jug, Immersion Heater, Milk Warmer, Radiator Heater, Hot Water Bottle, are constantly in demand by today's housewife.



Movie of a Man Arriving Home in the Dark

with apologies to Briggs



The Ingersollite Locator is used like a thumb-tack and glows through the dark. Its head is painted with the same luminous substance as Ingersoll Radiolite Watches. The Ingersollite is an unbreakable glass tube containing the same substance, used on pull chains.

It's a "Great and Glorious" Business to Sell

Ingersollite Locaters

- because they save shins and temper, reputation and language.
- because they're what every house needs to make it a thoroughly safe, congenial, happy home.
- because every person who enters your store is a possible customer.
- because their snappy display case does most of the selling on less than one square foot of your counter.
- because they are only 25 cents each, and every home can use half a dozen or more.

Ingersollites, the little unbreakable glass tubes for attaching to electric light chains and Ingersollite Locaters, will be advertised nationally under the Ingersoll name. Get your stock before the full page ad ap-

pears in the Saturday Evening Post March 15. Immediate shipment can be made at present. A trial carton of Locaters, including free display case and window card, brings in \$25.00 and nets you a handsome profit.

ROBT. H. INGERSOLL & BRO.

315 Fourth Avenue
Chicago

San Francisco

New York City
Montreal



This Car Cannot Tip Backward

The "Unjustit" Car is in a class by itself. Metal bearings, forged steel axles, powerful steering post and steel truss make it indestructible and fit for the roughest kind of usage.

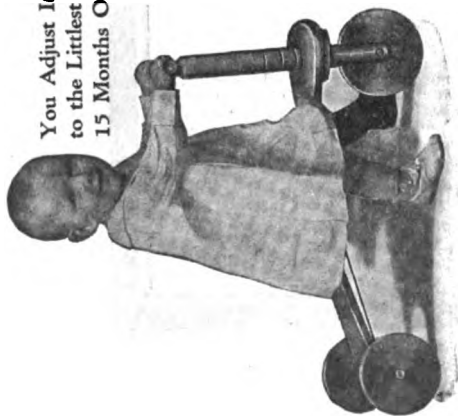
↓
cars in
ONE

**THE
UNJUSTIT
CAR**

Pat. July 31, 1917

↓
cars in
ONE

You Adjust It
to the Littlest Kiddie
15 Months Old



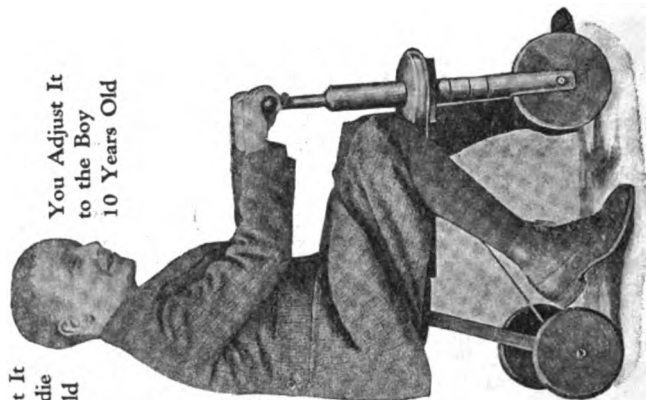
You Adjust It
to the Little Kiddie
4 Years Old



You Adjust It
to the Kiddie
7 Years Old



You Adjust It
to the Boy
10 Years Old



THIS IS ONE CAR ADJUSTED TO FOUR SIZES---THE DEALER NEVER RUNS OUT OF SIZES

SIZES—

Height of No. 1

Adjustment, 9½ in.

Height of No. 2 Adjustment,

11 in.

Height of No. 3 Adjustment, 12½ in.

Height of No. 4 Adjustment, 13¾ in.

This car can be adjusted in a few seconds without tools.

FINISH—

Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—

Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage. Will hold up 250 pounds and is the strongest child's car made.

SHIPPING WEIGHT AND DIMENSIONS—

Crated in boxes of 2 doz. cars knocked down. Size of crate, 30 in. wide, 19¾ in. high, 32¾ in. long. Weight, 194 lbs.

The Adjustable Sales Corporation
1040 Jay Street, Rochester, New York
W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal.
Western Representative

For Sale by America's Leading Hardware Jobbers

ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)
MAKES ROASTING A
PLEASURE
(No Basting Over Hot
Oven)



HAS HOT AIR
JACKET
(Prevents Burning)
CLOSE FITTING
HANDLES
(Economy of Space)

TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES

Small Holds

- 10 Lb. Round Roast
- 8 Lb. Rib Roast
- 8 Lb. Leg of Lamb
- 1 10 Lb. Turkey or
- 2 4 Lb. Chickens

Large Holds

- 18 Lb. Round Roast
- 14 Lb. Rib Roast
- 15 Lb. Leg of Lamb
- 1 16 Lb. Turkey or
- 3 4 Lb. Chickens
- Small 10 3/4 in. x 15 1/2 in.
- including Handles 17 in.
- Large 11 3/4 in. x 17 3/4 in.
- including Handles 19 3/4 in.



Blue Glazed Enamel



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

In the State of Texas
by
C. V. MILLARD
San Antonio, Texas



"Model" Extra Large Roaster

Represented in the States
of Washington, Montana,
Idaho, Oregon, Colorado
and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12 3/4 in. x 18 5/8 in., including Handles 20 3/4 in.

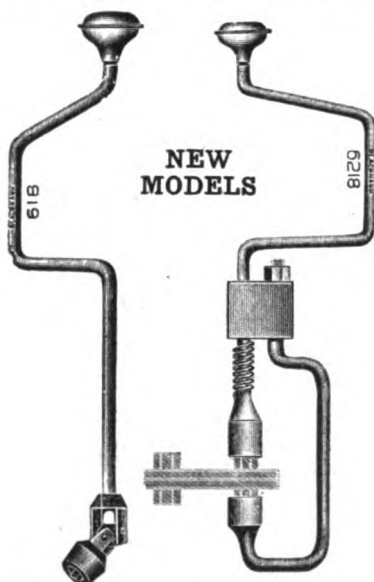
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

THE CENTRAL STAMPING COMPANY - NEW YORK

A. n. n. o. u. n. c. e. m. e. n. t
C. N. & F. W. Jonas desire herewith to introduce to the trade
a new and complete line of superior made broached socket
wrenches for automotive and general machine shop use

BLACKHAWK

THE
AMERICAN

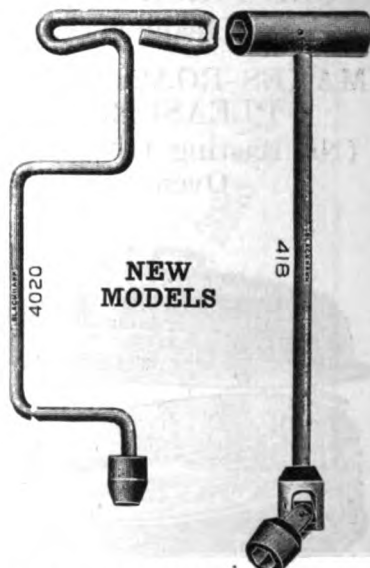


NEW
MODELS

The Blackhawk Wrench will meet with favor due to its many points of merit. The designs are of the very latest and the material, finish and workmanship are of the best that money and brains can produce.

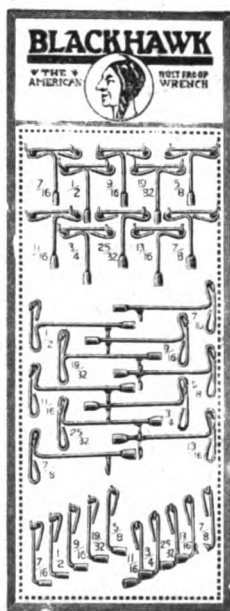


RUST PROOF
WRENCH



NEW
MODELS

The name "BLACKHAWK" on your wrench will insure you service and satisfaction. The fit is scientifically correct. The Parker Rust Proof finish safeguards against rusty tools. We have a wrench for your every need. Put up in standard sets also.



Display Board 360



Plant of the Blackhawk Wrench,
Milwaukee, Wis.

C. N. & F. W. JONAS

REPRESENTATIVES FOR

American Grinder Mfg. Co.

With Offices at

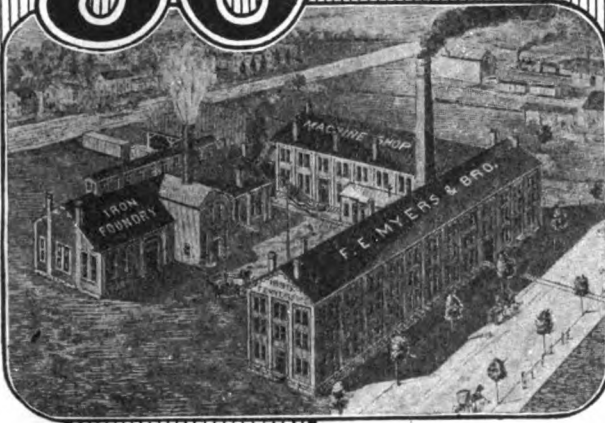
TRANSPORTATION BUILDING,
Chicago, Ill.

Equitable Bldg.,
Los Angeles, Cal.

111 New Montgomery St.
San Francisco, Cal.

616 Pioneer Bldg, Seattle, Wash.

30 YEARS AGO AND TODAY



BRANCH HOUSES

MILWAUKEE
CEDAR RAPIDS
HARRISBURG
ST. LOUIS
ALBANY
KANSAS CITY
EXPORT OFFICE
NEW YORK, N.Y.
NO. 11 BROADWAY

trade and farm journals and by the distribution of high class trade literature—are the fertilizers which have nurtured and developed the world-wide demand for MYERS PUMPS for Every Purpose, MYERS HAY TOOLS, DOOR HANGERS and other MYERS PRODUCTS.

This has necessitated a marked expansion in our manufacturing and shipping facilities which is brought out very clearly by comparing the illustrations of our two Factory Buildings—one of thirty years ago—and the other of today, with its modern equipment and facilities, which enable us to promptly serve our dealers and customers by meeting their wishes with a most complete line of Hand and Power Pumps for Every Purpose; Hay and Grain Unloading Tools for the unloading of hay, grain and fodder from the rack into the mow or onto the stack, and Tubular and Stayon Door Hangers and Tracks of improved types for "Easy to Push or Pull," "Stayon the Track" Sliding Doors on buildings of all kinds.

Just at present, and in the years to come, when the conditions in the manufacturing, wholesale and retail, realms will change rapidly, MYERS PRODUCTS and the forces behind them will mean more to a dealer than ever before, and MYERS QUALITY in the form of Better Pumps, Hay Tools and Door Hangers will assert itself through the satisfactory and profitable business it brings.

We solicit your inquiries, either direct or through our many distributors located in principal Western cities.

F.E. MYERS & BRO.

ASHLAND, OHIO.

MANUFACTURERS OF FARM OPERATING EQUIPMENT.

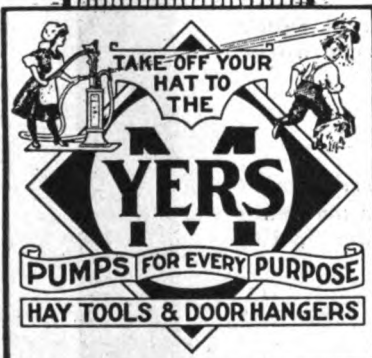
**PUMPS
FOR EVERY
PURPOSE**

**HAY
UNLOADING
TOOLS**

**DOOR
HANGERS**

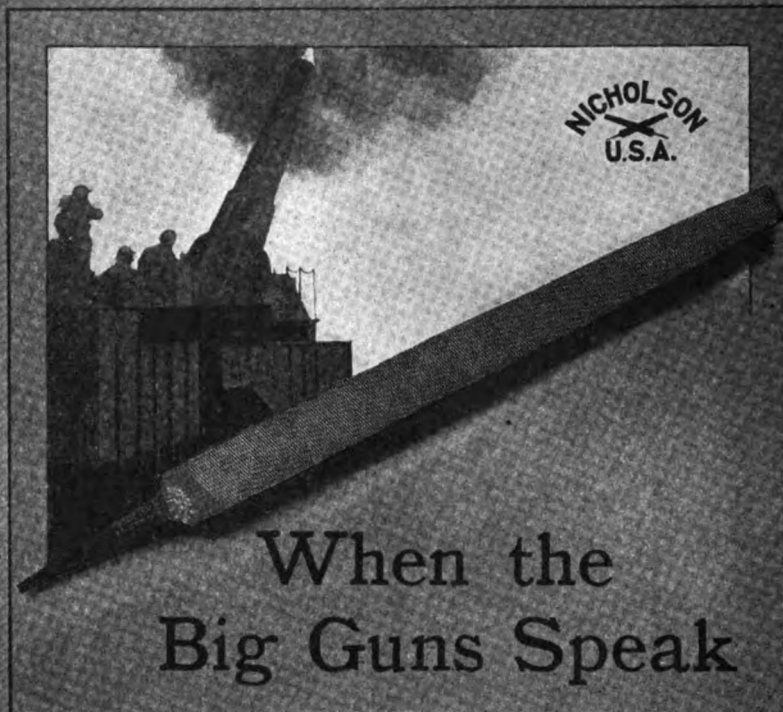
**HAY RACK
BRACKETS**

**STORE
LADDERS
ETC.**



PUMPS FOR EVERY PURPOSE
HAY TOOLS & DOOR HANGERS





When the Big Guns Speak

As on November 11, they burst into a last great Salute to Victory, they spoke of PEACE to a war-worn world.

Nicholson Files

contributed greatly to our waging of aggressive American warfare. Necessary in war, they are as necessary in peace—the World's Smoothest Cutting Files—a File for every purpose.

Write for File Philosophy—a fifty-years' education in Files and Filing in an hour's reading.

NICHOLSON FILE COMPANY

Providence, Rhode Island, U. S. A.



They Sell Themselves

The modern housewife is quick to see and appreciate the saving in time and labor by using a Voss Platform Washer.

One sale in a community is but a forerunner of many sales, as the user of a "Voss" is the best booster and the Voss merchant is always assured of sales.

VOSS PRICES are unusually low considering the QUALITY procured.

It is good business judgment to write for our Catalog and Price List—DO IT NOW.

**VOSS BROS.
MFG. CO.**

Davenport, Iowa





Different Metals Require Different Hack Saw Blades

If you want to cut structural steel or brass pipe efficiently, you need a different hack saw than for cast iron or machine steel, and you certainly can't work as coarse a blade in a light machine as in a heavy one. To try to do everything with the same blade is simply to do most of it inefficiently.

Starrett Hack Saws

do the most work with the least effort and in the shortest time, because each one is made to meet the exact requirements of different metals in different powered machines.

Our Hack Saw Chart will help

you select the proper blade for any kind of work, and you can depend upon it. Our Service Department will help you solve your cutting problems and increase the efficiency of your cutting-off department.

Starrett Hack Saw Chart

MATERIAL TO BE CUT

	Up to 1/2" Square Up to 1/2" Round Up to 1/2" Hex		Up to 1/2" Square Up to 1/2" Round Up to 1/2" Hex		Up to 1/2" Square Up to 1/2" Round Up to 1/2" Hex		Up to 1/2" Square Up to 1/2" Round Up to 1/2" Hex	
Light Gauge Sheet Metal	126	500	126	500				
Light Channel								
Light Plate								
Light Flange								
Light Tee								
Light Channel	126	500	126-500					
Light Tee								
Light Flange								
Light Square	126-500							
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-616
Light Round								
Light Hexagon								
Light Square	126-500		500-516	520-536	540-556	560-576	580-596	600-61



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1919 by the **HARDWARE WORLD**. All rights reserved)

Volume XIV

APRIL :: 1919

Number 4

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

	Page
War Has Doubled Dealer's Opportunity.....	90
Business and Sentiment.....	91
Revenge an Expensive "Luxury".....	92
Don't Be Too Proud to Accommodate a Customer.....	93
Your Voice as an Asset—Cultivate It.....	94
Biggest Trade—Smallest Store.....	96
Three Requisites to Success.....	97
Secret Contract Which Lost a Jobber Money.....	98
Australasian Trade Thrives on Trust.....	100
Vacuum Cleaners and Carpet Sweepers for Spring Trade.....	102
Pushing the Sale of Flags.....	104
Verbal Agreements Are Always Poor Agreements.....	106
Two Elements in Modern Business Success.....	108
To Have Friends (and Customers) You Must Show Yourself Friendly....	112
The Buyer That Was a Little Too Shrewd.....	114
Business Conditions of Today and How to Meet Them.....	118
Who Is Responsible When Consigned Goods Are Destroyed or Damaged?..	124
Obstacles Necessary to Development.....	126
Business Opportunities.....	160-161
Plumbing and Heating Section.....	162
Questions and Answers.....	170
What Is T. N. T?.....	166
AUTO ACCESSORY DEPARTMENT.....	111-150
RETAIL SELLING PRICES.....	177-194

WAR HAS DOUBLED DEALER'S OPPORTUNITY

"The big after-the-war business is going to fall on the salesmen, and you, as jobbers and dealers, are the salesmen."

So thinks J. A. Currey, manager of the Trucson Steel Company, and he ought to know, for during the war he represented the War Industries Board in the control of building operations, and came in closest contact with the work in connection with standardization of products and the elimination of waste and inefficiency.

To bear out his thesis, Mr. Currey continues: "The manufactured products of the country in many instances doubled and even tripled during the war, and it will continue to increase as standardization and further business economies and efficiency are introduced, therefore the job of marketing this increased production means double work for the salesmen.

"For every dollar's worth sold before the war, two dollars' worth must be sold, either at home or abroad. This condition produces an opportunity as well as an obligation. As an opportunity, it means you will have two opportunities for making money where before you had only one. As an obligation, it means you will have to work harder, more diligently and more efficiently, and if you do you will reap the rewards."

Concerning standardization of production which resulted from war-time cooperation between the manufacturers and the War Industries Board, significant figures are presented. In the implement field 3,600 original varieties in types and styles of farm wagons and agricultural equipments reduced to 600.

The samples of cloth were so standardized and waste eliminated that the woolen manufacturers saved enough cloth from what was formerly wasted or useless samples to make 900,000 uniforms.

The reforms of the War Industries Board was even carried to the making of corsets and by doing away with useless styles and standardizing those remaining there was saved to the government about 9000 tons of steel.

The iron bed was standardized, the pattern improved, and the bed made stronger with a saving of 35 pounds on each bed.

Of the 324 styles and sizes of writing paper, there were standardized until only 36 were left, and of 34 shades or colors of writing paper, they were reduced to seven.

"These vast economies and savings," Mr. Currey says, "were due to the natural ingenuity and resourcefulness of the American business man, just as the inventive genius and resourcefulness of the American soldier have turned the tide in Europe. The United States faces in the future the cheap labor problem of Europe and it will be met through standardization of

products and the natural inventive genius of the American mechanic and manufacturer."

Steel Demand Will Keep Price High

That there is little probability of a change downward in the price of steel for some time is evident from Mr. Currey's facts and figures. For the next three years, at least, this country will be called on to fill the greater part of the world's demand for steel in addition to taking care of home needs, which probably will be greater than ever, owing to the curtailment during the war of all extensions, buildings and railroad work except that which was essential to winning the war.

The initial requirements of France for reconstruction purposes is 8,000,000 tons, which means that practically one-third of the entire steel production of the United States for the next year will go to that one item while practically another third will be required to replenish stocks exhausted by the war. Another third will be required to carry out the present shipbuilding programme, therefore the railroads, building operations and extensions will only be able to go ahead through a curtailment of the foreign demands and the holding down to a minimum stock replacement.

New World Business for U. S.

Mr. Currey showed that the United States has come out of the war with 6 per cent of the world's population and 7 per cent of the world's land, yet with these low percentages, this country is producing 70 per cent of the world's copper, 66 per cent of the oil, 75 per cent of all corn grown, 60 per cent of cotton, 33 per cent of silver, 52 per cent of coal, 40 per cent of iron and steel, 20 per cent of gold, 85 per cent of all the automobiles, 25 per cent of the wheat, and we operate 40 per cent of the world's mileage of railroads.

With these enormous and productive resources, this country faces its greatest era, and for the additional reason that now the United States is the financial power of the world. Prior to the war this country owed England, then the richest nation on the globe, while now the conditions are changed and England will have to pay us immense sums in interest annually.

Prior to the war the debt of the United States abroad was approximately \$4,000,000,000, while today the debt of Europe to the United States Government and private investors is about \$10,000,000,000, which means that we are going to collect annually on it about \$500,000,000. The financial center of the world has been changed from London to New York.

Example is a powerful teacher. Don't expect your business associates to be more punctual, more thorough, more painstaking or more efficient in the performance of their tasks than you are in the performance of yours.

BUSINESS AND SENTIMENT

Take sentiment out of business and we have left a commercialized German-Kultur.

There are people who profess to believe that sentiment has no place in the scheme of business.

They pride themselves that when they enter their offices sentiment is left shivering on the outside.

In most cases this is merely affectation.

In a few cases it actually happens.

There really are men who seem to succeed in entirely divorcing sentiment and business.

They are not happy men.

They are not popular with their fellows.

They get nothing out of life but a little bit of money and a great deal of grief.

All the finer things, the fellowship and good will—the joy of living and working and accomplishing things worth while are missing.

The real business man—the big, broad gauge, successful, typical business man finds a lot of room in his business life for friendship and good will.

The real business man is a sportsman. He has the sportsman's love for honor and fair play. He would rather give an advantage than take one. Business with him is a splendid game in which unfair play is as much out of place as it is in football or golf.

His business associates, his customers, even his competitors, are his friends, and he cherishes them as his most precious possession.

He is in business to make money, to be sure—all the money he can make honestly and fairly.

But the really big things he gets out of his business life are the friendships, the good will, the broadening influences, the joy of achievement.

All these are the by-products of sentiment.

Eliminate them from business life and you have nothing left but a dry, uninteresting husk. Business degenerates into a treadmill and the business man into a common slave.

The difference between many a large, prosperous business and its small, pindling neighbor is that the successful man has mastered the secret of frequent turnover. The aggregate profits of a brisk business even if the individual sales are relatively smaller, are greater as a usual thing, than where a leisurely business is done and the profit on the single sale is larger. It is far wiser from a business standpoint to use reasonable promotion methods, to encourage frequent turn-over and to reduce overhead expense, than to drift or to be bound by success-hampering conservatism or precedent. Today's business calls for today's methods to meet today's emergencies.

DISCONTENT

Are you discontented? Then you have cause for self-congratulation. You are on the high-road to achievement. Poor indeed is that man who has never known the pleasurable pangs of discontent.

Beware of satisfaction. It produces stagnation and stagnation presages a vainglorious end. But likewise do not mistake dissatisfaction for discontent. The two represent opposites, extremes.

Dissatisfaction readily degenerates into fault-finding; it sloughs to pessimism and pointlessness, profitless, puerile picayunishness.

Discontent has its origin in desire for betterment, improvement and advancement. It is founded on ideals and based on principles.

Discontent marks the thinker. It is a badge of cranial quality. It sets man apart, adds to their stature in the eyes of their fellows, their community and the world, for success attends upon discontent.

Discontent chafes beneath the restraint of environment, the force of circumstances and the handicap of conditions which restrict individual evolution.

Discontent projects life upon the screen of realization. To each who experiences it, something of life's purpose is revealed—a glimpse usually sufficient to arouse inward defiance for all obstacles that would thwart the attainment of that newly discovered true objective of existence.

Discontent discovered America; harnessed steam and electricity; learned the secret of power in the combustibility of gas.

Discontent unfetters the oppressed and shackles the oppressor; discontent moves mountains; changes the course of rivers; builds railroads; erects factories—for discontent conceives projects, inventions, devices and methods. It is the signpost of progress!

We usually find about what we are looking for in this world. If we have no confidence in our assistants and our business associates—and show it—we are almost certain to find ample occasion for doubting them. On the other hand, if we are looking for evidence of ability, worth, reliability, trustworthiness and initiative and are willing to give a word of well-merited praise, we will seldom have reason to be disappointed. The innate nobility which exists in the average individual will arise to meet the good opinion held by those whose approval is valued. Exactly the opposite is true, also. If a helper gets the idea that his motives and capabilities are thought lightly of or doubted, resentment springs up and that individual fails to do his best. It is a case of sinking or rising to meet the opinion of those about us. Let's help others up—not down.

REVENGE AN EXPENSIVE "LUXURY"

"If you want to be revenged, hold your tongue."

Many people are of many minds, and some of them have the idea that they can be revenged by frank speech against those who have displeased them, or by waiting for an opportune time to use their influence or to perform an act against that person.

Without realizing it, the revengeful one says in his own mind: "If ever I catch his cart overthrowing, I'll give it one shove." But, after all, that kind of conduct and that attitude of mind never evokes the admiration of the onlooker. "In taking revenge a man is but even with his enemy, but in passing it over, he is his superior."

It so happened one day that the proprietor of a retail store was badly in need of help. A young man applied for the position and, his appearance and speech being so much in his favor, was engaged on the spot. Then the storekeeper thought he had better look up the young fellow's references, for he claimed to have worked in one of the highest class establishments in the city.

The employer called at this big store and asked for an interview with the manager. He made inquiry about the character of the young fellow he had engaged. Without a word the manager took down a good-sized book and turned to the pages upon which were written the chap's record. He glanced over them a few moments, then he said, quietly:

"Yes, Mr. Hillger worked for us. He was here three months. He left because we intimated to him that his services were no longer required. We prefer to say nothing further."

This was a disappointment to the caller, for it was evident that Mr. Hillger had been unsatisfactory. So his manner became a bit urgent, and he said:

"Pardon me, but will you tell me whether you found him honest or not?"

The manager's eyes flashed dangerously, and, closing his lips firmly for a minute, he then said, coolly:

"My dear sir, you would show more courtesy and better breeding if you would accept my plain statement that Mr. Hillger was unsatisfactory, and let it go without further comment."

Hillger's employer, who was rather a young man himself, flushed at the rebuke. In the course of a week he found out for himself that Hillger's weakness was an unfortunate disposition to raise his own salary whenever he got the chance.

The manager of the big store which had suffered at the hands of Hillger might have revenged himself by recounting their losses, but he had two things in mind—first, that remarks derogatory to the character of an employee might lay him open to legal action, and place

the burden of proof upon his shoulders; second, that a discerning individual of refinement and shrewdness should know that the firm would not have discharged a man after three months' engagement unless there had been good reasons.

"Revenge is often an expensive luxury."

If wrong has been done, we do not need to concern ourselves with revenge. Shakespeare says, "The whirligig of time brings its own revenge," and another poet puts the same thought in a forceful way when he says:

"Though the mills of God grind slowly, yet they grind exceedingly small;
Though with patience He stands waiting, with exactness grinds He all."

REAL STORE SERVICE A PRICELESS ASSET

The real, loyal, conscientious service of employees rendered their employer's customers is a priceless thing—its value is beyond the measure of dollars.

Such service cannot merely be bought. The employer has to instill a desire for it into the minds of his salespeople. First, they have to like and respect him. By daily precept and example he must win that respect; day by day he must demonstrate what REAL STORE SERVICE IS—how it brings its own rewards through self-respect and self-appreciation of work done well—in addition to what the pay envelope brings.

If you could know the inside history of some business houses, you would know why real store service is priceless—how it has built up great businesses which had very little money to start on. Also, how the lack of real store service has driven merchants who did have ample capital, into second places—if not clear out of business.

SMILES!

If the boss seems rude and mumbles,
And the cashier spouts and grumbles,
And the stock boy trips and tumbles,
Just Smile!

If the weather's wet and sloppy,
And the floor's all black and mopy,
And you feel messed up and sloppy,
Just Smile!

What matters if your spirit
Seems to be all gone—or near it,
Don't quit because you fear it,
Just Smile!

Build yourself a reputation,
Make your work one long vacation,
Feel as though you owned a nation
And—Smile.

DON'T BE TOO PROUD TO ACCOMMODATE A CUSTOMER

"You are a gentleman and I a gentleman, who will milk the cow?"

Pride of a certain kind is all right, because real pride and self-respect are pretty much the same thing. There are those who have a false idea of pride, though, and think that performing of humble tasks or the wearing of plain or slightly shabby garments will belittle them in other people's eyes. Pride of that kind would be laughable if there were not something childishly pitiful about it.

Not long since a high-salaried man refused to deliver a small package to a customer of the establishment which he served, although the customer lived next door to his own home, was in a hurry for the goods and there was no other way of delivering them. He said, angrily, "I am not an errand boy. I have got a long way past the stage of lugging parcels from door to door."

The proprietor, who was a true aristocrat by birth, made no reply, but slipping the package into his own coat pocket, went out of his way on the homeward route to deliver the goods. When he reached his patron's door, he gave the package to a maid-servant, who did not even say "thank you." This gave him no concern, however, for he was happy in the thought that his customer would not be inconvenienced by having to wait.

The next morning his mail brought a letter which said:

"Permit me to thank you for taking the trouble to go out of your way last night to bring me that appliance which you knew I needed so urgently. The maid told me you came in person. I desire to express my appreciation of your courtesy.

"It so happens that I have at my disposition at the present time the placing of some large orders in connection with the state prison, of which I am an official, as you know. Enclosed please find a list of the supplies upon which I should be happy to receive your bid. I feel sure that we could rely upon the quality of the goods and the promptness of the service which you would deliver."

The man who would not deliver the parcel is already headed for the Down-and-Out Club. He bids fair to be one of its leading members. "He gazed at the moon and fell into the gutter."

The men who served the government during the recent crisis for a dollar a year, were only able to do so because ability had placed them in the front ranks, both as to efficiency and financial position. To be able to serve their fellowmen and to save their nation from a menacing danger was pay enough.

"The nobler the blood, the less the pride"; or, as the Good Book puts it, "Many that are

first shall be last; and the last shall be first."

One particular type of pride might justly be termed as "narrow-mindedness" or "enviousness." It is that feeling of displeasure which some people experience when they hear others praised, and they think to elevate themselves by refusing to acknowledge worth in their contemporaries. The man who "knocks" his competitor may not realize it, but he is giving him a boost.

The proverb runs, "When a proud man hears another praised, he thinks himself injured." If the word "proud" means "stupid" then the saying is a graphic one. The task itself, whether it be to milk the cow, to sweep out, or to arrange for business expansion, is only dignified by the manner in which it is done. A gentleman worthy of the name is self-respecting to the point of doing whatever he undertakes thoroughly and skillfully.

The man who is unusually successful in his first business ventures is very likely to become a "plunger" if he does not take care. A swelled head, or an exaggerated ego is almost certain to lure a man on to policies which are unwise and which lead to disaster. The profits on the first big successes—so called—have led many a man to his ultimate ruin. It takes a strong character to stand prosperity, especially early prosperity. Yes, even stronger, sometimes, than to stand adversity; for adversity often proves the buffer which polishes the gem and grinds out its true brilliancy and worth.

KEEP YOUR SMILE A-SMILIN'

(By Frances A. Paxton)

Just keep your smile a-smilin'
When the clouds are closin' in.
The one thing trouble's 'fraid of
Is a wide-mouthed, cheery grin.
No matter what Fate dealt you,
There's a way to play your hand;
An' the chap that plays his smilin'
Is the chap that's bound to land.

Just keep your smile a-smilin'
When the world seems bleak an' gray.
The clouds are only shadows
An' they're sure to fade away.
The darkest side is toward you
But the silver's just in sight
An' a smile's the thing to guide you
Through the darkness to the light.

Just keep your smile a-smilin'
Though it hides a heart of lead.
Each frown but weights the burden—
Just try a smile instead.
There's nothing that can crush you
Neither trouble nor disgrace,
If you quirk your lips up bravely
An' smile right in its face!

Your Voice as an Asset

Cultivate It, Both for Your Own Good and the Welfare of Your Business

VOICES tell a great deal about people. A voice may be vibrant, or it may be dull, drab, and discouraging.

The man who is in business has a decided asset if nature has favored him with a smiling voice. If he hasn't such a characteristic by nature, it is up to him to cultivate it and to iron out all the humps and bumps and wrinkles of annoyance, and irritability, and intolerance which it may show, for people are distinctly influenced by the voice of the person with whom they do business.

Did you ever notice how quickly we recognize a voice over the telephone? To us it summons up an immediate vision of the individual to whom it belongs. This is because it really is, a vital and representative feature of that person's individuality. Let me tell you some few things about the voice which pleases and holds and convinces, because it rings true!

Such a voice is not necessarily melodious or tuneful. One of the finest orators on the American continent today has a voice none too pleasant. Yet great crowds are drawn because that voice is interested, earnest, kindly and never monotonous.

The man in business will do well to take notice of these several points, for they are a barometer, as it were, of the disposition and mental attitude of their possessor.

The voice shows at once whether the person is a mere time-killer, a clock-server, a perfunctory worker, or one who is really interested in his task, and will when occasion arises, put himself out to please.

What Kind of a Voice Have You?

What kind of voices have your associates? What do these voices tell about them? What does your voice tell other people about you?

If you are sincere and earnest, giving the highest quality of service possible, your voice will fairly shine with the joy of the opportunity. If you look upon your fellowmen and women as a mere mass of people, having no particular relation to you or you to them, except as you can get money out of them, then your voice will portray the hardness and coldness of your nature, and naturally it will repel rather than attract.

On the other hand, if you are convinced that "people" as you find them are a pretty good sort after all, and that they are ready to meet you half way and to do their part if you'll do yours, and if you are really anxious to make the world better because you have lived in it—then you are sure to have a smiling voice with its peculiarly winsome quality.

True Courtesy

True courtesy is of the heart and head rather than of exterior manners, and our friend of the smiling voice is essentially courteous. No matter how hard we might try, we simply could not think of anyone with that kind of a voice as rude, indifferent, or willfully discourteous.

The smiling voice just naturally shapes itself into expressions of interest and desire to be of helpful service. Business today is worth-while service for which money is paid in return, and of course the one who pays for the service is richer because of it, even if it has cost dollars and cents. Service is about the greatest thing in the world after all.

Not only is the smiling voice an asset financially, but in point of health as well, for mind has an influence over matter, and the happier we are the healthier we are likely to be, and so our days have more of sunshine and joy and contentment. There is nothing like satisfaction for giving zest to life.

Then, voices have a peculiar influence upon those with whom we come in contact, and you and I have no way of knowing how much those whom we meet throughout the day and week, may need the inspiration and the cheer of our encouraging tones.

Wet Blanket Voices

Have you ever noticed how a fault-finding voice and manner with a rasping edge, can set nerves jangling and act like a wet blanket which chills in a sinister way? People with wet-blanket voices often wonder why their friends are few, and such people are sure to find themselves isolated in time. And isolation does not make for prosperous business.

There is all the difference in the world between the manner in which some people talk to you face to face and address you over the telephone. The telephone voice should always be a smiling one, for surely no sane individual would be stupid enough to project a disagreeable personality through space toward anyone, much less a customer.

For a long time I have dealt with a man wholly over the telephone. His voice is strong, reassuring, and exceedingly pleasant. From the voice alone I learned to like and trust him. Then one day I met him and a great wave of disappointment came over me, for his appearance did not measure up to his voice. Yet my impressions were permanent and I was sure that if I came to know him better, all would be well. It was even so, and when testing times came, he was all that his voice had promised—a diamond in the rough, of purest water, but lacking the polish and veneer which we have

grown to expect. His voice really told me more about him than his face and figure.

Voices Principal Exhibit in Show Window of Personality

Our voices—yours and mine—are among the main exhibits which we hang in the display window of personality. We can make of that exhibit pretty much what we will, provided we are willing to pay the price of the culture of our better selves.

More than one man of my acquaintance is doing a large business today, or earning a big salary, just because he has the priceless treasure of a smiling voice. On the other hand, I can think of several who are wasting their opportunities, and of course their voices are peevish, curt and lacking in self-confidence. Naturally this kills business and so the vicious circle is completed.

Some may say that the matter of the voice is a mere trifle, but you know that the old adage is that, "Trifles make perfection, and perfection is no trifle."

Cultivate the smiling voice. It cannot make you any poorer, but it is bound to make you inestimably richer. As you watch your own voice, you will learn to read those of other people about you, and you will soon discover that you will come to know a person more surely by the voice and what it tells, than by his words and what they say.

There is nothing which tires and worries in business more than lack of harmony. It decreases the efficiency of one and all, and if a strained relationship is permitted to continue, a serious situation is almost sure to arise sooner or later. It is better far to apply the right remedy, whatever it may be, while the fire is small and can be controlled, rather than to wait until such a big blaze is started that publicity and anxiety must attend, setting the matter to rights.

There is a happy medium between pinching economy and foolish extravagance. Too close economy prevents expansion, improvement, progress and the necessary investments which make for bigger and better results. Ill-advised, hasty expenditures lead to disaster. Weigh carefully what your business actually needs, then plan to have it, and to pay for it by means of far-sighted preparedness.

Every situation has a pivotal point, upon which the application of the right kind of energy, tact or skill will prove splendidly resultful and effective. Find the pivotal points upon which your own success hinges.

Next to what a man does in the daytime is what he doesn't do at night that counts.

HIE NEVER THOUGHT OF THAT!!

(Harry H. Woodward is an enterprising Western merchant who uses his local paper to help educate his farmer customers. He sends this for the benefit of other HARDWARE WORLD readers.)

He had bought five pounds of nails at a local hardware store and had tendered in payment a check for \$7.20, the merchant handed him \$6.75 in change, deducting 45 cents for the five pounds of nails. Then something "blew up," and after the aforesaid customer landed again on earth, a conversation something like this took place:

"You don't mean to charge me 45 cents for that five pounds of nails, do you? You're a robber, and I will not stand for it. Why, I used to buy all I wanted in one pound lots for four and five cents per pound. Don't you know the war is over, are you going to play this war robber game all your life, etc., etc.?"—the rest censored by the board of health.

Then, after the customer had run down the merchant started in to give his story and this is about what he said:

"I notice the check you just gave me was marked 'In payment for 12 dozen eggs,' which means you received 60 cents per dozen wholesale for your eggs. Now let's do a little figuring and let's see just who is the robber or whether either of us are robbers.

"At the time you were paying five cents per pound for nails, eggs were going begging at 20 cents per dozen wholesale, and we could not supply the demand for stone jars customers were buying to 'put down eggs in.' Now, taking the eggs as a fair example, if we charged you for nails the same relative advance we would have to charge you three times five cents, or 15 cents per pound, instead of nine cents."

The customer's tone changed, and he actually smiled. He had learned that the law of supply and demand will not permit of one commodity commanding a top notch price without that same commodity affecting everything that relates to it in any way.

In other words, the men at the steel mills cannot pay high prices for food if they are not given advances in wages. And advances in cost of labor and material cannot be given without those same advances being felt by everyone who uses a product from the mills.

COURTESY

A magnet for respect.
A cure for bad tempers.
A vehicle for friendship.
A fortress against disfavor.
A cultured grace of conduct.
A joy between relatives.
A duty between friends.
An honor between enemies.
The end of distrust.
The beginning of love.

Biggest Trade! Smallest Store!

Plan of Successful Merchant, Where Salespeople Are Trained—or Fired!

IN SALINA, Kansas, is J. C. Whitescarver, proprietor of a retail general merchandise store. Nobody would say that it was the biggest store in town, in fact, it looks like the smallest, when filled, but his competitors often wonder why he actually does the "biggest" business. A conversation with his store manager revealed why: It is nothing more than the plain "process of elimination."

When asked about the store's success, the store manager answered, "We simply have the most efficient salespeople in the country."

That seemed a large order for a small city. He said: "We teach them to be the best. We class them as either capable, incapable or unwilling. If, after a fair trial, they prove incapable, we give them due notice that we cannot retain them; and if they prove unwilling, they are quickly requested to make room for others who are."

"To the newly hired clerk we explain our method of business practice, our standards, our ideals, what is expected of him and what he may expect of us. Oh, yes, we give him an incentive. With this in mind he is put on probation for a period of about two weeks, during which time his progress is noted. Should he survive this probation period, he is presented with a card like this, a sort of 'questionnaire.' And to a great extent, his future with us depends upon the answers given, for by them we can measure him pretty accurately as to his caliber, his failings and his good points."

The questions, with ample space for answers, neatly printed on a card, read as follows:

"You will kindly fill out the blanks on this card and present to the office."

"Please answer all questions honestly—there is nothing to be gained by evasion or downright falsehoods. And any faults that you know you possess, write down. They may not be hard to correct, but they play an important part in salesmanship."

"Do you know the goods you are selling? This is important."

"Have you a sufficient amount of enthusiasm?"

"Are you thorough in explaining the quality of goods?"

"Do you show samples of new goods and let customer examine them carefully?"

"When a customer is wrong on any point, can you manage to let him find it out without telling him so, or letting him know that you are aware of the fact?"

"Can you tell where the goods you sell are made? And if not, are you willing to learn?"

"Are there any details that you believe to

be too small to be of any consequence in the art of salesmanship?"

"Is some other salesman in this store taking in more money than you? If so, why?"

"Do you take pride in your personal appearance?"

"Do you honestly believe that you are an asset to this firm, or a liability? Your reason for this?"

"Bear these four sales requisites in mind: Knowledge, enthusiasm, appearance, thoroughness, and knowledge leads by big odds."

HINTS OF SALESMANSHIP

Don't deal in woe or tearfulness.

Most folks have a supply

Of wares like these, and cheerfulness

Is what they want to buy.

So deal in joy and truthfulness,

Put on a smiling phiz,

And you'll preserve your youthfulness

And do a lot of biz.

THE POLITE JAPANESE

The Japanese student who wrote the following eloquent epistle to a missionary friend after being invited to dinner one Sunday, cannot, however, be accused of deficiency in the matter of vocabulary:

"My Dear Sir: I have the honor to inform you that the last Sunday was the most pleasant day, when I was favored by the happiness of enjoying the divine litany in the forenoon, while the afternoon seemed almost as if a wind-fall, for during the occasion you condescended to deign a sort of social dinner by which you showed explicitly the fulness of benign, cozy, suave heart. I can make neither head nor tail about the cordial hospitality you vouchsafed to extend so far to me, in the very consequence of the swoon of exhilarating ecstasy generated amidst that function."

"It may then be surmised that I took twin meals that day—the one esculent or fleshy diet; the other spiritual banquet or immaterial entertainment. I go so far as to assert that this course of events nicked upon my mind an indelible impression which shall not be worn out or stamped out till I shall have come to pay my debt of nature."

"May the Lord bless you to enjoy a perennial heyday and a lasting prosperity! Please excuse my unforgivable effrontery to express my heartfelt thanks for your inundating kindness, by means of such a gruff billet as would invariably cast my impudent act in your teeth."

"I beg in the end you would on my behalf give my good-humoredly compliments to the rest of your family"—Asia.

Three Requisites to Success

You Can Achieve It if You Want It Bad Enough and Are Willing to Work For It

THE QUESTION for you to determine is not what you would do if you had the opportunity, influence and educational advantages, but what you will do with the things you have.

If you aspire to a higher position and seek to advance, you will do well to remember that there are three requisites which you must have if you would realize your ambitions.

These three requisites are loyalty, efficiency and preparedness.

Loyalty is first. The disloyal employe is not in line for advancement. He is a victim of his own poison and must rid himself of the venom if he would achieve a healthy mind. Loyalty means more to your employer than cleverness. Cleverness of the Smart Aleck type is taboo in business.

The man who goes about disparaging his employer is paving his own path to failure. When you hold an evil, discordant thought toward another, something is wrong in your mind. Hate and malice leave their impress upon your features.

If you cannot be loyal to your present employer, get another. If you cannot be loyal to any employer, get out. You are rocking the boat of business.

Efficiency Is Doing Things Right

Efficiency does not only mean the ability to do a number of things, but the ability to do them right, to do them in such a manner that your employer can find no fault. It means knowing how to do a thing without being told. The inefficient employe is the bane of many an executive's life. He is the type who is forever inquiring how to do things and when he is told he straightway forgets or asks to know an easier way.

The inefficient man produces discord, dislike and nervous prostration. He is out of his sphere. He does not concentrate and focus his mind on the work he is doing.

Efficiency is developed by application. Apply yourself to your work. Know what you are doing, and when you are asked to do something do it. Think more and ask less questions. Concentration is the key to power. Thought has force, and the more you concentrate it the greater the force. To be efficient you must know what you want to do and use all your intelligence to do it. A man gets what he wants if he wants it hard enough.

What Preparedness Is

Preparedness is that quality which enables you to rise to the higher position and fill it acceptably after you have it. You must be

ready with your knowledge when the time comes. If you are not ready, not prepared when opportunity knocks, you are halted on the road to success.

How can you prepare yourself for the position you covet? By using your spare time in studying the requisites and the work required in that position. By devoting yourself to the business and learning the details as well as the basic principles. By applying your thought and developing your mind with greater power and precision.

The young man who spends his time after working hours in looking for a good time is not preparing himself. Preparedness leads to success, and success is hard work intelligently applied.

No one expects to obtain the benefits of steam or electricity without adequate machinery designed for the purpose. Why then should a man hope to obtain the benefits of greater power before he has constructed his mental apparatus in such a manner that he will be capable of assuming responsibilities?

THE PRICE

The world knows but little of failures, and cares less. The world only watches the successes.

Stop worrying over things that can't be helped, and go and do things that can be done.

Few people care a continental for your failure. Few, if any, will help.

You may sit and magnify your mistakes, mourn and go mad over your blunders, but men will only smile that cynical smile and say of you: "He's no good."

Self-pity, sympathy-soliciting, wishing and wailing, will only let you down lower.

Brace up. Brush up. Think up. And you will get up. Think down. Look down. Act down. And you will stay down.

Paint your face with a smile. Advertise that you are a success. Then think and work for it.

Whatever you think you are is the price they will pay.

Isn't it rather strange how interested we become at times in things that are really none of our business.

There is no doubt that prosperity is with us and that work abounds, yet a man can't change a tire in the street without attracting the serious attention of a dozen able-bodied idlers.

SECRET CONTRACT WHICH LOST A JOBBER MONEY

(Copyright by Elton J. Buckley.)

Not long ago a client of mine, a wholesaler, sold several hundreds of dollars' worth of merchandise to a retailer. The latter had a good store, which he ran under his own name, and appeared to be a prosperous, substantial business man.

Suddenly he died, with my client's bill unpaid. The court appointed an auditor to settle his affairs. An outside man came forward and proved that some time before that he had sold the business to the dead man, that the latter had not had money enough to pay for it, and that the two of them had executed a paper under which the buyer was to run the business as his own, but the title was to remain in the seller until everything was paid. There was still considerable due. The auditor thereupon awarded the dead man's entire estate, which amounted to only about half what he owed on the store, to the claimant who had sold him the business. Nobody else got a cent.

Is it the law that a man may appear to take over a substantial business, run it in his own name, and apparently own everything about it, though it cannot be made to pay debts contracted in connection with it because it secretly continues to be the property of the former owner?

Unjust as it appears to be, this is the law. There are certain exceptions to the rule, however, which prevents its application from being as harsh as it would otherwise be.

It is perfectly legal for A, the owner of a business, to sell it to B upon a contract that although B is to run it and apparently own it, it shall not become his until he has paid for it. Some states have laws requiring contracts like this is to be recorded. If they aren't recorded, either as a chattel mortgage or a conditional sales contract, they are void as to creditors of the buyer, and the seller cannot claim the assets as against those who have given the buyer credit.

But in many states there is no recording law, and in that case the law depends on the pure equities of the situation. The law of such cases has become pretty well settled. As between the buyer and seller, such contracts are always good; there is no way in which the buyer can get around them. As between the seller and the creditors of the buyer, the rule is not quite so clear. Most states say that if fraud is not present, the buyer's creditors are also bound by the contract and no matter what debts the business has incurred in the hands of the buyer, the seller can take it away, if the contract between him and the buyer is not carried out, and the buyer's creditors can whistle. There are only three states which protect the buyer's creditors in such a case—Pennsylvania, Illinois and Colorado; they say that when the buyer's creditors

have given credit, believing him to be the owner of the business, they can collect regardless of the seller's claims. But when there is no fraud, the law is as follows (I quote this from a leading case):

Where the case presents no other feature than that the seller has entered into a contract of sale on credit, and has delivered the goods to the buyer upon an agreement that they shall remain the property of the seller until the payment of the purchase money, the property in the goods remains in seller until payment is made, without being subject to execution at the suit of creditors of the buyer, and the title of the seller is preferred to that of purchasers from the buyer. Mere possession of the buyer under a contract of sale containing a stipulation that the property shall not pass until payment of the contract price, is not fraudulent.

You will note from the above that the buyer of a business under such a contract could not sell it in bulk to anybody else, the reason being that he had nothing to sell. If he tried to sell it before he had paid for it, his buyer would have to give it up to the original seller.

Now let me say a word about what is fraud in these conditional sales. Usually the case is like the one which happened to my client: The buyer apparently buys the store, changes the name under which it is run to his own, and is to all intents and purposes the sole owner, though the fact is that it is still owned by the former owner. The ostensible owner gets credit on the strength of the general belief that he owns the business, and the real owner sits back and knows this, but doesn't open his mouth until the creditors are in up to their necks and the buyer gets in a hole, when the real owner steps in and tries to take the business over to the exclusion of everybody else. This is undoubtedly fraud, and practically all courts will protect the creditors in such a case. To quote from a leading case:

Where the seller of a business, in addition to giving the buyer possession, clothes the buyer with an apparent title, on the faith of which third persons are induced to act in giving credit or in becoming purchasers, or when he knowingly permits the buyer to exercise acts of ownership over the property inconsistent with a merely qualified right of possession, to the injury of others, it is fraud, and the seller's claims, to the exclusion of that of the buyer's creditors, will not be recognized.

I should say that a distinction is usually made by the law as to the legality of a contract holding title to a business sold in the seller, between cases where the thing sold is something to be sold again, like a stock of goods, and cases where it is something not to be sold again, like fixtures. Many (but not all) courts which uphold such contracts where the goods sold are not to be sold again, do not uphold them as against the buyer's creditors, when the goods are to be sold again. This is because of the absurdity of trying to hold title to something which is passing over the counter every hour. Another interesting feature of this kind of contract is that when the present stock (to which the seller had tried to hold title) is sold and new goods bought with the money, the seller's title does not attach to the new goods at all.

TO BE SUCCESSFUL YOU MUST LOOK THE PART

When a man has achieved independence, a great name, or a fortune, or whatever goal he has set out to make, he can afford to look and express himself on the "dark and gloomy" side of life, but this would never do for the man to whom success still beckons in the distance.

To be successful one must have the appearance of the successful man.

He must walk as though he were going somewhere—not dabble aimlessly about like a scion of the aristocracy in a moving picture.

The successful man will bear the appearance of success in his features, in his every action. He will carry lines of character in his countenance and his eyes will indicate concentrated thought as though he were reflecting on important matters.

He will smile (not grin like an ape), be good natured, considerate of others, be public spirited and patriotic; and all this will reflect upon his appearance.

The successful man will wear an air of confidence; he will speak with assurance and determination. He will not allow trifles to annoy him and he will not be deflected from his purpose. He will radiate ability and power and he will impress those with whom he comes in contact by his earnestness, his energy and resourcefulness.

To be successful one must look the successful. The successful man cannot look like a failure.

WORTH TRYING

A Western merchant advertised that he would give a prize amounting to \$2.50, consisting of any article at this price selected from his stock, to the boy or girl collecting the largest number of his advertisements in a given time. When he first put out this scheme the time limit was set at 90 days. During this period some 15,000 ads were collected and returned to him.

So much interest was aroused that he decided to modify the plan by working it a little harder, and cutting down the time period, by offering two sets of prizes; a \$2.50 air rifle to the boy and a handsomely dressed doll to the girl. This made things decidedly more interesting. He also inserted an advertisement in the paper showing the standing of the leading contestants, and kept up the interest until the last day.

A week before the closing of the contest, the clipped ads were placed in his show window, making three heaping wash baskets full of newspaper advertisements. This window display made a novel and unique layout and created considerable talk—not only in his own town, but throughout the entire county.

WHAT IS REAL SERVICE?

Service, as it is generally known in a business sense, implies the prompt and faithful performance of obligations or duties.

This is the material service, measured in terms of time and dollars and cents. It is the foundation of business success. Without it no enterprise can succeed.

No matter how worthy the commodity, no matter how capable the executives and organization behind that commodity, if it does not offer material service and is not backed by material service it cannot succeed.

The service that we owe to our customers is rendered in full from a material standpoint, when we discharge, as agreed, each obligation imposed upon us in the transaction of our business.

The service that we owe to each other, within an organization, is complete in the eyes of the business world when each, respecting the rights of the other, performs the duties incident to his work.

We appreciate fully the value of material service, yet we say unqualifiedly that a service that is purely material is incomplete.

The memory of those men, literally millions of them, who gave, cheerfully and gladly, all that they had and more, for the cause of humanity, is strong within us. Theirs was true service—a service of giving, not a material service that is bought and paid for.

If we would render a complete service, we must give, not sell, until we feel within our hearts that we have done our full duty and more, not only to another, but to ourselves as well.

Personal service goes deeper and reaches farther than material service. It concerns itself with the personal, as well as the material welfare, of our fellow-men.

We believe that a business founded upon a service that is made up equally of the material and personal elements will grow and prosper beyond belief.

FREE DINNER TO FARMERS DRAWS TRADE

Attracting the country trade is a big help in selling merchandise at a clearance sale. A smart merchant, when sending to the folks out in the country his clearance sale advertising, enclosed a ticket that read:

Good for Two Dinners at the Phoenix
Restaurant
(Date here)

Visit Bannister's store on that day and have it stamped by them before presenting it to us.

Needless to say, those who took the tickets to the store went there to buy goods.

"Australasian Trade Thrives on Trust"

Quotes Biblical Authority—Australian View of American Methods

So Writes S. Scott-Young, Manufacturers' Agent in Antipodes

WITH the Pacific Ocean as his field, broadly speaking, but perhaps more generally limited to the paltry (!) territory comprised in the continents of Australia and New Zealand, S. Scott-Young was sent half way around the globe in 1895 by a firm of "factors" in Wolverhampton, England. Two years later Mr. Scott-Young became the representative of C. T. Skelton & Co., Sheafbank Works, Sheffield, makers of agricultural tools, with a small trade in Australia.

In the 22 years since that time, Mr. Scott-Young has nurtured and nourished the growth of the Skelton products until now they are known all over the South Pacific.

As a manufacturers' representative for hardware and allied trades, S. Scott-Young, Ltd., has offices in Sydney and Melbourne. Representatives of the house travel to all the leading centers in New Zealand and Australia once every year. And Mr. Scott-Young himself has become one of the pivotal centers of the colonial hardware fraternity, having served three years as president of the Hardware Club in Sydney.

Four English and six American manufacturers are now represented in the Antipodes through this agent, including J. & J. Siddons, Ltd.; Froggatt & Tyler, Ltd.; E. H. Bentall & Co., Ltd.; The Siesel-Spill Mfg. Co., C. S. Norcross & Sons, the John C. Smith Hoe & Tool Co., the Thompson Plow & Engine Co., W. H. Addoms & Co., and the John Sommer Faucet Co.

Monty Scott-Young, son of the founder of the firm, is ordinarily allied with his father, devoting his time to traveling out among the trade. During the war he has been on active service with the Australian Expeditionary Force, but is now safe after much fighting.

In private life and apart from his business,



S. SCOTT-YOUNG

He is literally and truly "young" in thought and action, as well as years, is nevertheless a pioneer representative in Australasia, and he gives a most interesting account of conditions in the South Seas. The only picture that we could find was one showing Mr. Scott-Young in Masonic regalia, and which members of the order will readily recognize.



MONTY SCOTT-YOUNG

A truly patriotic "young" man, and able assistant of his father, whom he ably seconds, and who will undoubtedly prove, just as every young man should who has the benefit of his father's experience and advice, a better man than his father.

Mr. Scott-Young is tremendously active in public, fraternal and church matters. A ranking Mason in Sydney, he is a member of the Chamber of Commerce and a justice of the peace. As honorary treasurer of the Home Mission Society, he is active in the work of the Anglican Church in the Diocese, being in addition a church warden and holding the archbishop's license as a lay reader.

Significantly, Mr. Scott-Young adds to his long list of activities, "Any little balance of leisure time I devote to my wife and family."

Mr. Young Writes:

Since its foundation (see Genesis 1:1), this poor little world of ours has seen many commercial changes. As we look back over ancient history and legend, we see the early fathers about the plain of Shinaar pursuing their pastoral and agricultural avocations, caring little about Broadway or Regent street fashions with the implement firm of Tubal, Cain & Co. in full swing and with no opposition. Then we note the decimating effect of the deluge on the population, and the impulse given to the shipbuilding industry by Noah & Sons.

"Thence to the first great Building Contract, when the Tower of Babel was projected seems an easy stage, and I suppose the commercial development of the world's industries must be reckoned from the scattering of the craftsmen and their families when that building was stopped and the artisans "downed tools."

"Volumes have been written about these matters, so I may skip the interregnum and come

down to the present day, when by the revolution and consequence of the greatest war ever known, American manufacturers are desirous of opening business connections with Australia and New Zealand.

"I presume all business men will agree that the basis of trade is confidence. Ever since the tribe of Napthali took over their inheritance by the seas in the Promised Land, and commenced to trade with other ports, this basis has been established. The plighted word, the fulfilled promise has given way to promissory notes, and bills exchange, and so throughout the world men have trusted each other, generally speaking, to their mutual advantage.

"When American manufacturers had developed their productive powers beyond their domestic requirements, they did not send out representatives into other markets to sell their overplus, but negotiated with enterprising jobbing houses, who took what the manufacturers didn't want and exploited it on their own.

"Of late the manufacturer would appear to have enlarged his heart. He desires to sell his goods to the wholesaler in foreign markets. 'Fain would I climb but that I fear to fall,' he has said, and so nothing of importance has materialized because he has not grasped the situation.

"If he is approached by a representative here, he replies that he cannot put his interests in one man's charge, and wants to appoint as many agents as will take his goods. Anybody who comes along with a specious suggestion for sales is allowed to join the throng and 'see what he can do.'

Americans Disregard Sales Method

"The natural consequence is that his goods are fairly dumped on the market for a few months; those instrumental in placing them receive no remuneration on the plea that 'the orders in question cannot be traced'; the buyers here are disgusted at the treatment meted out to salesmen, who in turn drop the line, and so it dies a well merited death.

"Or the manufacturer will place his agency in the hands of a man or firm who will buy and pay for the goods, with the result that that buyer must add his profit, his sales are restricted to his own particular connection, and a very small output is the result. For let me note in passing, that no firm can do all the trade, even if they give their goods free. There are still buyers who would rather pay other merchants than take free from this particular one. I presume that if a firm of manufacturers desire to engage a traveler to represent them over a certain territory in America, they engage the best man they can secure, pay him an adequate salary and liberal expenses, furnish him with a complete set of samples and send him forth. All the business from the territory he covers is credited to him as against the expenditure he involves. They do not send another man over the same ground to do the same work.

Either Sales Manager or Appointed Agent

"Now if American manufacturers want to build up an Australasian trade (for the New

Zealand business is on exactly the same lines as the Australian), there is only one way to build it on a secure foundation.

"They must either send out their own man on the lines indicated above or secure the services of a manufacturer's agent, known and operating on the ground. They must assure themselves by careful inquiry that their agent possesses integrity, stability, the respect and esteem of his clientele, and does not carry too many lines. Then the fundamental element of confidence must have full play—he must be primed with selling information, advised of all changes of pattern or method, supplied with patterns, and treated as a confidential servant. Especially must his commission be promptly and punctually paid on the due date (for it is on a commission basis that he will work). He must be credited with all orders from his territory, notwithstanding that many of his buyers, after he has shown and practically sold the goods, prefer to make up their order in their own offices, and send it for their own convenience through the American buying house, to whom they entrust the shipping, insurance and payment of their goods, and who charge them a sufficient commission for their services.

Direct Account Necessary

"Direct accounts, with draft accompanying documents at 30, 60 or 90 days sight and documents surrendered on acceptance of draft, are essential, and here again the confidence must come in. Australian merchants are sound, but those who do not employ a New York buying house and prefer to buy direct must be permitted to do so, and as these three dates represent the time occupied by the transport of the goods to Australian or New Zealand ports they prefer such method of payment.

"I have been trading with the wholesale merchants for 22 years and have never had a draft repudiated, and the only bad debt made was through the sudden collapse of a London buying house, before the monthly account could be paid.

"The goods must be up to sample in every way. Competition here is very keen, buyers are tempted by many specious offers, but one transaction only is accorded to those who represent goods falsely, and as an agent of any standing has built up his connection by honest representation he cannot afford to carry the goods of a house who will not support him by honest supplies.

Opportunity for Legitimate Trader

"To American houses, in any trade, who desire to establish their business in Australasia, I say, 'there is a splendid field for your labor, but you must employ good men, deal fairly with them, and resist any temptation to give anybody a tip-and-run commission because they tell you they can influence a certain amount of business.'

"If you have a faithful servant, treat him faithfully, pay him promptly, and don't go behind him.

"This great and growing continent eagerly welcomes the American manufacturer when he enters on this safe and lucrative field of commerce, helping Australasian buyers to emulate the late Columbus and discover America as a place where they can buy goods with every confidence that they will receive honorable treatment."

Vacuum Cleaners and Carpet Sweepers For Spring

Successful Methods Used by Other Merchants

THIS is the time of the year when the housewife declares her semi-annual war on dust and dirt. But new times bring new methods, and instead of turning the entire house upside down and inside out, as in days of yore, the progressive housekeeper takes one room at a time and cleans it in a fraction of the time it formerly took by going over it with a vacuum cleaner—and the result is far superior

Successful Method of an Arizona Merchant

A live wire of Phoenix, Ariz., found a way in which to get everybody to read the little booklet which he put out on the subject of vacuum cleaners. He had a number of cards printed and distributed to the children at recess, in which he announced that the child who wrote the best essay of 300 words on "Which page in my booklet on vacuum cleaners do you

HARDWARE WORLD readers—and this embraces not only hardware merchants but general merchandise stores and department stores all over the country—are large factors in the distribution of household furnishings, and this itself has an all-embracing term, because there is such a vast variety of household furnishings, and of course carpet sweepers and vacuum cleaners are also included.

This attractive display was made by one of the HARDWARE WORLD readers and was a good sales display.



to that attained by a hard day's work with a broom.

While there are thousands of homes now blessed with a vacuum cleaner, there are tens of thousands who have not yet known the delight of this work simplifier, and it is to this large class that the hardware merchants should appeal in the springtime.

Use Manufacturers' Helps

In his campaign for the extended use of the vacuum cleaner he should make good use of the material furnished by the manufacturer. The producers have spent thousands of dollars in national advertising and made their line familiar to women in both town and country, therefore the dealer should be careful to stock with standard, advertised brands of machine. Literature may be had in almost any quantity for the mere asking, and the local merchant should see that this literature is read by his townspeople.

consider the most attractively arranged, and why?" would be given a prize of \$5.00, and that one of the booklets could be obtained upon application at the store.

The cash prize was a decided incentive to all youngsters, and the children came in throngs to secure the books. They were taken home and the different pages studied in order that the essays might be written. Of course the children consulted their parents in the task and in that way the fathers and mothers were induced to read the booklet, and the vacuum cleaners thus came in for a lot of valuable advertising.

During vacuum cleaner week cards should be sent out, inviting the women to come and see the special demonstration. The personal appeal is the most effective that can be devised, as it makes the recipient feel that you are personally interested in her patronage, and many who would pay no attention to an announce-

ment in the papers will come in if they are directly asked.

Value of Sales Windows

Of all the forms of publicity, however, there is none to equal the selling power of an attractively arranged window. You can talk about the advantages of an instrument for a month and achieve less results than by five minutes' demonstration of the actual merits of it. The electrical supply firms realize this and therefore frequently stage convincing demonstrations, and in the smaller towns the hardware man handling electrical supplies can well take a leaf from their notebook. These windows are not difficult to arrange, and call rather for an outlay of time than of money—and it would pay any firm featuring vacuum cleaners to make a study of those herein described.

The Newberry Co., Los Angeles, Calif., recently showed the suction power of their vacuum cleaner very effectively. Down the center of the floor was a strip of green carpet, on which were squares of lint, dust, cotton, threads, etc. Down the middle breadth a young woman in maid's uniform—figure borrowed from a local dry goods store—was operating one of the suction cleaners, which left a path of green as fresh and bright as when it first came from the loom. On squares of velvet reposed a half dozen cleaners, and boxes piled at either side held additional machines. Art cards of black were lettered in red and white:

MR. MAN

If you had to sweep you would own a Vacuum Cleaner.

AN ELECTRIC CLEANER

Increases the life of your rug by removing all sand and grit; straightening up the crushed-down nap. Carpet handled between the air cushion below and soft hair brush above. Action on the carpet gentle and positive.

Step inside for a complete demonstration.

A Newark, N. J., concern by their colorful window and catchy cards impressed upon the passing crowds the advantages of the vacuum cleaner. One of the latest models was suspended by fine wires from the ceiling at a height that brought it practically on the level with the eyes of the passersby. From various parts of the machine little yellow ribbons ran to small yellow discs pasted on the window. These were lettered in black:

Efficient motor—aluminum housing for powerful suction fan—revolving brush, motor driven—felt bumper to protect baseboard and furniture—smooth running roller, causing machine to glide easily over the floor, etc.

Beneath the cleaner was a large card, set upright in a wire rack:

SUSPEND ALL OPERATIONS

pertaining to housecleaning until you have investigated the many good points of this cleaner.

On pedestals draped with red velvet, at either end of the window, were placed vacuum cleaners. Scattered through the window were a half dozen pictures showing dust germs highly magnified. A second card advised:

THE ELECTRIC WAY IS THE EASY WAY

The Vacuum Cleaner removes all grit and dust by suction, and deposits it in a bag, where it can be destroyed in a sanitary manner.

Two tall floor lamps, in black and white, with shades of bronze colored silk, lighted the display at night.

For those whose houses are not wired for electricity there is the carpet sweeper, which is a vast improvement over the strenuous exercise with the broom, and a display that sold many of these convenient cleaners was staged by Glanz, Hall & Co., Philadelphia, Pa. In the background were shown several rugs and rolls of carpet, against which leaned four brooms. A card in front of them advised:

FOUR CORN BROOMS SAVED IN ONE YEAR
BUYS A CARPET SWEEPER THAT LASTS FOR
TEN YEARS.

At the other side was a carpet sweeper, resting on a square of carpet, and near it a little white woolly dog, with a big card in his mouth: "Breathe the air we must, but not the dust."

THRIFT

If your pay is small and you live within it,
If you quit work richer than you begin it,
If you save a little from what you make
For the rainy day that's sure to break,
Then you're richer far than he looks
Far better off on the company's books.
It isn't the money that's paid to you—

It's what you get

With what you get

For the work you do.

—Strickland Gillilan.

Be enthusiastic. Keep the lights in your face burning all the time—smile, overcome indifference, join the men who do things, leave behind the men who make believe.

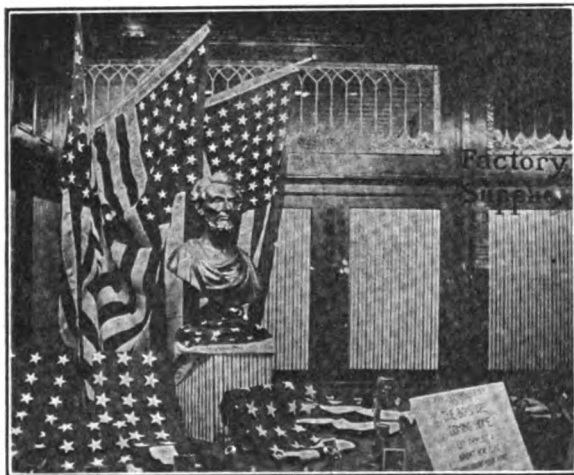
Put on a smile and get right into the parade; be one of the fellows to stir up enthusiasm and interest; don't be one of the mob standing off on the sidewalk watching, criticising and trying to make fun of the fellows who are really doing things.

Pushing the Sale of Flags

Suggestions Every Merchant Can Use to Develop Business on Flags.

NOW THAT the boys are beginning to return from the camps and overseas, there will be parades and reunions galore. Nobody knows as yet just when his own particular contingent of boys will come marching down the street, but it is well for the hardware merchant to prepare some weeks in advance in order to meet the rush demands that will be made for flags, staffs and metal supports of all kinds.

A campaign of public information upon this subject will be sure to be provocative of good results and promote a steady trade in this line for several months before the boys arrive.



There is no reason why any merchant to whom the **HARDWARE WORLD** goes should not sell flags. If for no other reason than to encourage a truly patriotic American spirit.

Catchy advertising is, of course, the first requisite, and a couple of ads, such as those of live hardware concerns quoted below, will bring this matter to the thoughtful attention of a good portion of the general public. The first was that of The Hub, Litchfield, Ill.

Every Schoolhouse
Every Store

Every Building
Every Home

Should Honor the AMERICAN FLAG

by displaying it. Show the boys, when they come marching home, that you are proud of them and the grand work they have done by having the American flag displayed. They will expect to be greeted by Old Glory, so do not disappoint them. The American flag talks the language of freedom, so display it and show everybody where you stand.

We carry flags of all sizes and qualities, together with staffs, guy ropes, metal supports, etc. Drop in and make your selection NOW.

THE HUB

The ad was, of course, embellished with the cut of a flag.

In order to produce the best effect, newspaper advertising should be complemented by catchy window displays, and a setting that would add to the trade pulling effect of the Hub ad was recently staged by the large hardware firm of Ludlow & Squier, Newark, N. J.

In the background were wide panels of narrow red, white and blue striped paper, while in the corner were hung three large flags. On a stand covered with the tri-colored paper was placed a bronze bust of Abraham Lincoln, while on the floor were a number of partially folded flags and metal standards and supports for holding flag staffs. A card down front suggested:

THE BOYS ARE COMING HOME

Let them see a bright, new flag flying from your home or office.

Another newspaper ad, particularly playing up the victory celebrations, was run by J. Bacon & Sons, Louisville, Ky.

FLAGS FOR THE VICTORY PARTY

Flags will be in enormous demand for the coming Peace and Victory celebrations, and they may be hard to obtain. We have just secured an abundance of flags for this occasion—either for carrying or for decoration, together with the necessary staffs and accessories.

BETTER GET YOURS BEFORE THE RUSH COMES.

J. BACON & SONS

This ad was followed by an extended quotation on flags large and small.

A window that would effectively complement such an ad was recently run by Jones, Baltimore, Md. It was floored with flag bunting and the rear was draped with a large flag, while a pillar in the center was wound with flag bunting. In front of the pillar was the figure of a young woman, in skirt and blouse made of flag bunting, carrying an American flag. Several tables at either side were spread with flag bunting and each held a rack filled with little silk flags of all nations. Large flags were set in racks in the background. Little dolls down in front, dressed as soldiers, sailors and Uncle Sam, added to the effectiveness of the display.

No better plan of stimulating the flag sales could be imagined than that adopted by Cunningham, Curtis & Welch, Los Angeles, Calif., who had a flag sale that was advertised far and wide. Several weeks before the sale artistic folders were printed and mailed to their regular patrons, a stock of them likewise being kept on hand for personal distribution. The folders were on heavy white paper, with uncut edges.



Flags lend themselves readily to an attractive display. Teach your customers the proper respect for it and encourage them to the right use of it, that it may promote the true spirit in American institutions.

stamped with a flag and lettered in blue, with initials of red:

The honor of your presence is requested at our
six-day

FLAG SALE

As a patriotic American, this sale will be of particular interest to you, showing the ways in which you can express your enthusiasm for your country and your loyalty to your flag.

FREE SOUVENIRS every day of the sale.

Inside the folders were quotations on flags of the allied nations, as well as those of America, together with ropes, staffs, metal standards and silk fringe.

Upon entering the store each visitor was handed a little card:

SOUVENIR CARD
AMERICAN AND ALLIED NATIONS FLAG SALE
Present this at the Souvenir Desk and get a souvenir.
Name.....
Address.....

The souvenir booth was located at the rear of the store—a very wise plan, for in order to reach it one had to pass down several aisles where attractive merchandise of many kinds was neatly displayed, each with a little tag indicating the price. At the booth the card was filled out, turned in, and each guest received a souvenir. This was a three-page blotter of red, white and blue respectively, with a celluloid cover, on which was stamped a flag and the first verse from the "Star-Spangled Banner," together with the name and date of the sale.

"These souvenir cards as they came in,"

said the manager, "were at once tabulated, and gave a splendid list when we wished to circularize any new or standard article of merchandise."

Wherever one turned the colors of red, white and blue met the eye. Over the entrance hung a stand of flags of all the allies, and large triangular cards were placed in the corners of the windows. These were printed in red and blue on white cardboard: "American and Allied Nations Flag Sale." The front section on either side of the entrance was devoted entirely to the sale of flags and their accessories, one counter featuring the American flag, the other, those of the allied nations.

The whole was a display calculated to bring to the attention of the public decorations of a patriotic nature, and when such were needed at a later date the mind of the public naturally turned to the place where they had seen them displayed in such elaborate profusion.

Don't be so busy grabbing a few pennies that may be escaping at the back door that you lose sight of the regiment of dollars that are passing your front windows.

"I WILL!"

"I Will" has a spirit that nothing daunts;
Once he gets his eye on the thing he wants
He rolls up his sleeves, and he pitches in
With a splendid zeal that is bound to win.

"I Will" never hesitates lest he fail—
In his heart he's sure that he will prevail.
No mountain can halt him, however high;
There's no task so hard but he'll have a try.

"I Will" sets his teeth when things start off
wrong;
He just grins and mutters: "This can't last
long.
I'll take a fresh start, and Adversity
Will be going some if he catches me."

"I Will" has a punch hid in either hand;
He has training, strength and a heap of sand;
He swings his hard fists in the world's grim
face,
And he bangs away till the world gives place.

"I Will" understands in his own strength lies
The one chance he'll get at the things men
prize.

Discouragement, failure—nothing can chill
The stout heart of him who declares "I Will!"

Wisdom—"De world owes you a livin'," said Uncle Eben, "but it's up to you whether you gits it out'n yoh own kitchen or in de bread line."

VERBAL AGREEMENTS ARE ALWAYS POOR AGREEMENTS

(Copyright, by Elton J. Buckley.)

I always feel as if the most interesting matter I can get for these articles is horrible examples of how not to do it. There is more business law to be learned from one horrible example than from fifty precepts. The following letter is a very good horrible example of how not to sell a business:

Minnesota.

A sells to B under "Contract for Deed" some property, consisting of lots, store building, equipment and stock (supplies on hand). Certain parts of the equipment were exempt from the sale by mutual verbal agreement between the two contracting parties, but B was to be allowed to use them for a while. B paid a certain amount when he took over the property, the balance to be paid in installments, with interest at 10 per cent. By verbal agreement B was to take over the insurance policy on the place from the date the property was turned over to him and refund to A the pro rata share of the premium, policy having run less than two months when property was turned over. It was also stipulated in the contract for deed that B was to pay all taxes on the property levied after the property was turned over, May 1st. B failed to live up to his promise to take over the insurance policy and A had to carry it through the year to protect his interest in the property, as only 20 per cent had been paid. B also failed to pay the personal property taxes for the first year, claiming that as part of the personal property was exempt in the deal, A should pay all the personal property taxes (about \$20), which he did rather than have any trouble about it.

When the time came for the final payment on the contract, B made a big holler about the interest on the last payment, which, according to the contract, was to be 10 per cent—the usual rate demanded by the banks in the State. To have the matter settled amicably, A agreed to take 4½ per cent.

A few of the things—personal property—which by mutual and verbal agreement were exempt in the deal, was left in the place, also by mutual verbal agreement, until such time as it should be convenient for A to take them out. Some of these things have been destroyed by B and others he refuses to give up, claiming they belong to him.

The contract and the deed was made out by a third party. Neither the contract nor the deed make any reference to personal property, only real estate and improvements are mentioned. No bill of sale was given for personal property. Now the question is: What can A do to get his rights? Can he force B to turn over property in question (the things referred to as exempt in the deal by verbal agreement)?

If A wanted to be mean could he not take all the personal property that was in the place at the time of sale? The deal was made three years ago and the deed executed two years ago.

Can B force A to give him a bill of sale now without any further consideration? O. J. G.

Some weeks ago I described the predicament, wholly different from the above, of another man who had sold his business without legal advice. At the time I thought that was about the worst snarl I had ever encountered along that line, but the case above submitted is in some respects worse.

Below is a little list of things A, the seller, was to get from B, under the verbal agreement between them, but which he has failed to get:

1. The cost of carrying insurance after the deal was made.
2. The cost of personal property taxes after the deal was made.
3. Ten per cent interest on the last payment.
4. The return of the fixtures which he left on the premises. Some are destroyed and some the buyer refuses to deliver, claiming they are his.

The mistake here was in allowing so much of the deal to be verbal. Of course verbal agreements are not unenforceable. B could have been compelled to pay the insurance premium, and the full interest, and the taxes, notwithstanding his agreement to do so was verbal—if A could have proved it, but leaving it verbal made it one man's word against the other. The business man who makes a verbal agreement with another, not in the presence of witnesses, is surely laying up trouble for himself. He has nothing but his naked word, and while the other man hasn't either, nevertheless if the latter happens to be the more plausible of the two he may prevail.

This whole deal was badly managed. Any agreement for the sale of a business, outside of the real estate, should be reduced to writing and should go into the uttermost details. And especially should there be an inventory of every nut and bolt included in the sale. The full terms should also be set forth, and nothing is too trifling to put down. Where the sale includes the real estate and stock and fixtures, there should in the beginning be a blanket agreement covering both real estate and personal property, and providing that a deed be executed for the real estate and a bill of sale for the personal property. Then these latter papers, each complete in itself, should be executed at the proper time.

In the above case A could not claim all the personal property, unless he wanted to commit perjury, for he would have to admit that some of it passed with the sale. As to the goods which were not supposed to pass, he can sue B for what was destroyed and replevin what B holds unlawfully. I should not deliver a bill of sale until B has accounted for everything that didn't belong to him, and has also refunded all the money which A spent for expenses which, under the agreement, belongs to B.

HOW CAN A DEAF MUTE HEAR AN ALARM CLOCK?

Queer question, isn't it? But the manager of a mute football team has solved it in a unique manner. Attached to his clock by an ingenious arrangement is an electric knocker. At the desired hour this knocker hammers on the bed, causing vibration which wakes the sleeper. He also has his dog trained to let him know when some one is ringing his door bell.

DON'T JUDGE TOO MUCH BY APPEARANCES

"Brackish water is sweet in a drought."

Ordinarily we seek drinking water which pleases our taste; and likewise the friends who are of our own way of thinking.

We see no occasion why we should respect the "brackish water" when there is plenty more of a more desirable kind to be had; or be especially nice to people who do not interest us, when society is full of those who do.

Yet we never know when the drought is coming and the brackish water may be the means of life saving, because it will moisten our parched lips and irrigate the land so that it will bear food to support our fainting spirits. Besides, all that the brackish water may need is a little intelligent treatment to make it sparkling and sweet.

We never can tell when the individual whom we have looked upon as drab, colorless, and of no account, will become a mighty important person in our scheme of life and will actually hold our making or breaking in his hands.

Once upon a time there was a business man who always treated his customers with respect in direct proportion to the amount of money they left with him. Sometimes he was more deferential even to charge customers than cash ones, because, he argued, that the deeper in debt people got to him, the nicer he must be or they might "do him" out of the amount of his claim.

Now this man, whom we will call Jones, had a customer by the name of Smith who came frequently to make small purchases. Jones thought Smith's custom was more troublesome than profitable. Sometimes Smith himself wondered if it were good policy for any man in business to give a patron the cold shoulder, and to make so manifest the scorn in which the small buyer was held. Resentment gradually grew in the heart of Smith.

Then, one day when Smith was in the store, an accident happened and he was the only eyewitness. The decision of the lawsuit which followed, hinged upon Smith's testimony, and his testimony was prejudiced because he felt that Jones was a selfish, snobbish individual.

It was a hard time, a testing time, for the man whose all was at stake, and it was at this juncture that Jones learned (too late) that we can never foresee where the pivotal point of our career may be, nor upon what our affairs may some day hinge. Gladly then would he have gone back and made a friend of Smith, but overtures in that direction were scorned as insincere. Can you blame Smith?

Oftentimes "A friend in the market is better than money in the chest." A man in business cannot have too many friends. There is no occasion for him to be servile or to fawn for favors, for that method never wins out; neither

is it wise to sacrifice a principle with the thought of holding public favor or a so-called friend.

But every man can be kindly in his manner to all; tolerant of the foibles of the people he meets, and sympathetic and understanding because they do not see and do as he would see and do. Remember, that we are looking out of many different windows of life's houses, and we do not all get the same angle or viewpoint. It is not to be expected that every one will see or think as we do.

And having in mind the desirability of being just to others, you may be assured that others will be ready, even eager, to give justice to you.

How many of you have read Maurice Swither's book, "Letters of a Self Made Man"? The homely philosophy it contains will make many a man sit up and think. Here are a few pointed paragraphs taken at random:

Easy jobs make incompetents of those who fill them; that's the hustler's consolation.

A dozen hens have more economic value than all the eagles on all the royal standards of the world.

If a man is wrong, don't throw him, show him. Don't roast—reason!

The prevalence of the bath tub is one of the surest signs of American progress and development.

STOCK MUST BE KNOWN

Doesn't it make you tired to go into a store and ask for something; and the clerk has to start a hunt all over the place for it?

You can't help but feel that there's something wrong with that store's methods. You feel that your time is being wasted, needlessly.

How about your store? If your salesmen do not know where things are, but keep customers waiting while they rummage around and asks questions, you are bound to lose trade.

It should be the business of every store salesman to know exactly where everything is at all times. Of course, there are occasions—as when a new salesman comes in—when delay in serving a customer is practically unavoidable. But under normal conditions it is inexcusable.

BUSINESS IMPROVING

Editor HARDWARE WORLD:

We find that business in our line is showing quite an improvement, posthole diggers and hay knives being the principal tools to move.

If the trade will just consider present conditions as necessary and normal until all goods of high cost are worked off into consumer's hands there need not be any radical disturbance which would injure any link in the chain of distribution from manufacturer to consumer.

The outlook is all that can be desired.

South Bend, Ind.

IWAN BROS.

Two Elements in Modern Business Success

"The Goods and the Guts"—How Advertising Helps the Salesmen

(By A. B. Maujer, at a Salesmen's Convention)

ADVERTISING has been and still is often misrepresented by the deceitful and ignorant. Because of this misrepresentation many seeming failures have transpired, and advertising has been condemned wrongfully. I want to state the case for advertising fairly and squarely, so you will know the aid it will give you, but at the same time you will not be drugged into the belief that all you have to do is to sit around with your feet upon the desk and acknowledge the orders as they come rolling in. Advertising is not a patent medicine; it is not a cure for all your troubles.

If Walter Johnson were to be transferred to the Cleveland "Indians," he would undoubtedly strengthen the team. But his advent would be no sign that the rest of the team could quit hustling. They would still have to play their position and they would still have to go up to the plate and whang out a hit with reasonable regularity.

Similarly, with salesmen, because advertising has been drafted to help you win, it does not follow that your playing speed should be let down.

Now, how will advertising make your work in selling easier and more efficient? To explain this it is necessary to trace the history of a typical or average sale.

Today Things Are Sold, They Are Seldom Bought

For your product to be purchased, you must attract attention, arouse interest, create desire and secure action.

You can attract attention by a series of personal calls. If the prospect is in and he isn't too busy to see you, you may arouse interest. If he is the proper man to see and if the store isn't already stocked or equipped, or if, in the case of a new plant, or store, the question hasn't already been settled, you may create desire and secure action.

However, the starting point of all is the attracting of attention. Unless you get that you get nothing else at all. If they don't know about you they certainly are not likely to give you a chance to figure.

Ways of Getting Attention

Now, attention can be secured by the delivery of a catalog, the opportune arrival of a circular or letter, or by a printed advertisement about as well as by a personal call.

For the purpose of merely attracting attention any of the methods just mentioned will do. But, from the standpoint of cost, the advertisement ranks first.

Assume that the average range per day for a salesman is six calls and the salesmen's cost

is—well, each of you can figure out what it costs you to make six calls—say it's \$5 a call. Mind you, this would be only to secure attention.

Having secured attention, interest, desire and action would still have to be aroused. Thus, if we assume 1,000 actual stores or prospects, we would have a cost of \$5,000 for canvassing just once.

Sending a catalog or circular would be cheaper, but still unnecessarily high-priced for merely attracting attention. The catalog could not cost less than 25 cents, delivered, and the circular letter would be at least five cents. An effective advertisement costs about 1.25 cents. In other words, for the cost of canvassing these prospects just once by personal call you can canvass 25,000 actual and potential buyers in all parts of the country for a year at monthly intervals.

Large-scale production and turn-over mean low cost. Advertising is large-scale production in gaining attention and arousing interest.

Then, if it is used instead of the more expensive alternative methods, the general efficiency of the selling organization is increased.

Barrage, Machine Gun Equipment and Infantry of Business

Advertising of itself cannot sell goods any more than artillery of itself can win battles. What is required is a winning combination of advertising to form the barrage; the catalog, circular, follow-up letter and house organ to serve as the machine-gun equipment and the personal sales force to act as the infantry to go over the top at the critical time and actually take the stronghold of the buyer by storm.

The earlier months of the Great War were studded with advances costly in human life, because shells were scarce and the artillery preparations were, of necessity, brief and insufficient. On the other hand, low-casualty advances were achieved in the closing months because barrages were sustained and effective.

Just as a deficiency of adequate artillery preparation means high cost in casualties, so does a deficiency in advertising preparation means high cost in sales opportunities and orders actually fought for, lost.

Sales Campaigns Conducted Without Adequate Advertising Must Ever Prove Costly

Because most of the work is done before the catalog or the salesmen ever gets to the prospect; just as much of the work of a low-casualty battle is done before the troops ever start to go over.

When we examine the history of a typical

sale we can see the reason. The purchase is usually the result of considerable thought and investigation.

Hence, behind a majority of sales there exists a predisposition on the part of the purchaser to want to find it possible to buy a given make. This predisposition is usually full grown long before the salesman makes his first call and often before a catalog or proposal reaches the scene of action. As a salesman friends of mine put it, people buy the things they know the most about.

Predisposition is developed in the following ways:

1. Personal experience.
2. Advice of friends.
3. What the man has read.

(1) Personal experience: If a man has sold or used our goods before, has found them to fill the bill and his dealings with the company have been pleasant, he is much inclined to want to find it possible to buy again. His direct knowledge predisposes him toward it and his lack of knowledge of others predisposes him against them.

(2) Advice of friends: Think how important one considers the advice of friends whom he admires and in whom he believes! Then, you will remember how much a good word by a mutual friend helps in predisposing a man. It matters not that the friend may have gained his own predisposition by hearsay or by reading. The predisposition is fostered just the same.

(3) What the prospect has read: When a man comes into the market he is very likely indeed to read up on the subject as extensively as possible. He'll read editorial matter, circulars, catalogs, advertisements — practically everything he can get his hands on.

In the absence of the other two, this is the only factor causing predisposition. In the presence of the other two factors it has its influence just the same.

Works in Each Case

In the case of a man predisposed against you, strong advertising tends to weaken his predisposition and makes your chance of selling him thereby greater.

In the case of a man predisposed toward you, the advertising naturally strengthens the predisposition.

And it has the same effect upon the friends with whom he may consult.

Advertising, as represented by purchased space in a magazine, is the cheapest form of providing something for a man to read and having it available to him when he wants to read it.

Advertising has still another usefulness:

It Helps Make the Goods Stay Sold

If a dealer or user is constantly seeing favorable advertisements on an article, he is inclined to experience continued satisfaction that he

bought a good article. He's a little pleased with himself that he bought (what he comes to consider) a widely and favorably known article.

But suppose he has had some little difficulty. Isn't he more inclined to feel that the trouble may have been due to poor operation rather than to inherent faults in the goods themselves, if he is constantly seeing advertisements portraying the successes?

Surely, he would be quicker to doubt if he saw few or no messages of ours and numerous convincing-sounding ads of others. He'd soon come to think: "I always knew I'd make a mistake by putting in these Jones goods."

Then advertising cannot only help to sell but it can also help to keep them sold, by maintaining the confidence of the users.

Advertising Helps Keep Goods Sold

In this day and age a house seems to be judged, in the absence of other positive evidence, by the advertising it does. Hence, the keenest minds in every line of endeavor are taking care that their advertising grows in proportion to or slightly more rapidly than the growth of their business, in order that that growth shall not only continue but accelerate.

Advertising has repeatedly been characterized as business insurance. If one has a million-dollar property, he carries a bigger insurance policy than he would if he had only a \$100,000 investment. Then, if advertising is business insurance, the larger the business grows the more of it must be used, so that ultimately the business shall come to dominate in its field—if it possesses the goods.

I do not claim, and no honest advertising man claims, that you cannot succeed without advertising. No one would assert that you could not get from here to New York without the railroads, for you could, eventually. But, just as the railroads are large-scale producers of rapid transportation, so is wisely planned advertising a large-scale producer of rapid sales.

In a measure, time and money are interchangeable. If you had lots of spare time you could walk to New York. But if you had, or wanted, to get there quickly, you could exchange some money for some time saved and ride on the "Twentieth Century Limited."

Similarly, by exchanging some money for some correctly planned advertising, you can build up in a few years a volume of sales that, without the acceleration of advertising, might require a generation or more.

To my notion, there are just two elements to modern business success: The goods and the guts.

The goods, that you must deliver if you intend, and hope, to stay in business, and

The guts to stand up in class and talk right out loud about them.

VIOLATING A CONTRACT FOR THE SALE OF MERCHANDISE

(Copyright by Elton J. Buckley.)

On the still alive and interesting question of orders for merchandise given during the war, and the effect of war conditions upon them, another case has been submitted to me which seems to me to represent a pure case of profiteering and illegal violation of contract. Using it as a text, I believe I may say something of assistance to the numerous victims of similar violations. The case is that of a seller who accepts an order for certain merchandise, subsequently lies down on it with war conditions as an excuse, and then tries to sell the same merchandise to his buyer at a higher price.

The manufacturer who figures in this case as the seller, accepted, on February 14, 1918, an order for 350 bundles of wire ties at a fixed price. I have the order blank before me; it calls for May shipment and contains nothing in the way of the usual stipulations about being relieved on account of strikes, etc. It is a flat-footed order.

On July 5, 1918, the manufacturer wrote the buyer as follows:

Relative to your order, etc., beg to advise that we are shipping you fifty bundles of each today, and consider that we are very fortunate in being able to get off any at all.

In order to cover our contracts made early in the season, we made large purchases of wire, which we are unable to get later on account of the government's having taken the production. This puts us up against it, as we are not able to secure any wire to take care of our low-priced orders, but are trying our best to help out our customers, and are dividing a shipment we had in around pro rata.

Now we are unable to secure any more ties in the face of this shortage and while our price is now \$1.30 Kansas City on the 7½ No. 16 ties, if you will let us know right away, we will be able to furnish you the balance of this order in a short time at \$1.25 per bundle, f. o. b. Kansas City, which just about covers the present cost to us on these ties. _____'s and _____'s price is \$1.40 for this same tie and they do not have the ties to fill the orders.

Please do not think we are trying to profiteer on this, as everybody is in the same boat. The government, as you know, took the stock and the raise in freight rates and the cutting off of all concessions naturally makes them cost a little more money. We are perfectly willing to fill the order in its entirety as soon as we can get the material that we bought and sold you at the price made at that time, but cannot assume all the loss on this transaction.

The contract price for these ties was \$1.10, so the advance was 15 cents per bundle. Nothing contained in the above letter constitutes the slightest legal excuse for not filling the order at the contract price.

The buyer of these ties needed them, and after he received the above letter, he telephoned the manufacturer's salesman stating that he wanted them and would pay the increase if he could do no better. The manufacturer thereupon shipped them, but the buyer has refused to pay the bill in full, and the question he submits to me is:

When a seller of merchandise refuses to ship unless the buyer will pay a higher price than the contract calls for and the buyer being in need of the goods agrees to pay the higher price, is the agreement binding upon him?

The answer is that, outside of a few states, it is not binding upon him, and even after the seller has delivered the goods in reliance upon the buyer's promise to pay the increase, the latter can refuse to pay. This is because the promise to pay a higher price was without consideration, since all the seller agreed to do, in return for the higher price, was something which he was legally bound to do anyway for the lower price.

Here is a nutshell statement of the law on the subject:

Where a party is under a duty created or imposed by law to do what he does or promises to do, his act or promise is clearly of no value, and is not a sufficient consideration for a promise given in return. Thus since a public officer is at law required to perform his duties for his salary or other stated compensation, a promise to pay him more than this is founded on no consideration, for he is simply promising in return to do or is actually doing what he is bound to do. The principle also applies to a promise to a witness to pay him more than his legal fees, a promise to pay to a railroad a greater compensation than it is entitled to charge or to pay it for delivering goods which it is bound to deliver without such payment.

The promise of a person to carry out a subsisting contract with the promisee or the performance of such contractual duty is clearly no consideration, as he is doing no more than he was already obliged to do. Thus a promise to pay additional compensation for the performance by the promisee of a contract which the promisee is already under obligation by the promisor to perform is without consideration.

Many cases have been decided under this legal principle. One of them comes fairly close to the case submitted: A sailor agreed to make a voyage for certain wages. After the boat got out he refused to work unless the captain would pay him more, which the latter, under stress, agreed to do. When he got to land, he refused to pay the excess, and the court upheld him, stating that there was no consideration for the promise to pay more, the sailor being obliged to work anyway at the original sum agreed upon.

My judgment, therefore, is that in the case submitted the buyer of the ties may repudiate his promise to pay the excess and pay only the original contract price. This is the law except in Connecticut, Illinois, Indiana, Massachusetts, Michigan, Minnesota, New Jersey, New York, Vermont and Virginia. In those states the courts are rather inclined to believe that agreement to pay an excess price would be good.

Another question is involved here which will probably interest more people than will be interested in the question cited above. It is this:

Where a buyer has paid an excess price to get his goods, in the belief that he was obliged to, can he get it back?

I believe he can, though it would, of course, be easier to simply hold it out of an unpaid bill than to sue for it. But if the contract on which it was paid was without consideration it was invalid, and money paid under an invalid contract can usually be recovered.

Cork Insert

Transmission Lining for FORDS



\$3.00
per set of 3

Rockies West \$3.25
Canadian \$4.50

*Easy to identify
by the red and
black box*

Makes Fords Work Smoother

**Put Cork Inserts on YOUR Ford
and it will act like a different car**

You will miss that noise and jerk when you start and the jumping and chattering when you stop. You will find the brake sure. You won't have to step on it so hard. As the weeks go by you will find no let up in the smooth action of your Ford. Cork Insert will wear as long as several ordinary sets and give you smooth service to the last mile. As the months pass, you will find you are saving more than half the usual replacement expense, and that the repairman seldom has you for a customer. Cork Insert saves the Ford rear end—the most frequent trouble region.

**Cork Inserts makes boosting Customers
That's what you want, dealers**

When you satisfy your trade, they recommend you, and your business grows. Cork Insert is the most satisfactory transmission lining for Fords. Nothing else equals it for smoothness of operation or economy. Every sale makes you a friend as well as a profit. And here's something to talk about. Cork Insert is produced by a company that's in business to stay and has built up a reputation of **STANDING BACK OF THE DEALER IN EVERY WAY, SHAPE and MANNER.** Cork Insert is advertised more persistently and continuously than any other accessory in the whole field.

All Jobbers Handle Cork Insert Transmission Lining—a Sure Repeater—and a Real Business Builder
ADVANCE AUTOMOBILE ACCESSORIES CORP., Dept. 083, 56 East Randolph Street, CHICAGO

TO HAVE FRIENDS (AND CUSTOMERS) YOU MUST SHOW YOURSELF FRIENDLY

If it is true that only one individual in a thousand is unselfish enough to experience real interest in other people's affairs, then we have a logical explanation why so few are successful in business, and the reason that so many are restless and dissatisfied.

Selfishness is a wall which shuts us in, and others out. And it is unfortunate, indeed, when we have in our makeup an envious streak, which causes us to resent prosperity or joy in the portion of others.

Nature is a very wise Dame. When dangerous germs find place in the lung tissue and there seems no other way to get rid of them she places a wall around them in the form of a small capsule. This process is called "encapsulation." The germs cannot grow and they cannot wander about and involve more tissue.

Lots of people encapsulate themselves by their own mental attitude toward life and people. Then they wonder why others pass them by; why they fail to gain friends and an increasing clientele, or an appreciative following. If we would have friends, we must show ourselves friendly; not make a mere pretense of friendship, but actually take an interest in the affairs of those with whom we come in contact.

Perhaps one type of customer, client, or patron might resent an interest in his personal affairs; but even the most exclusive and conservative individual will be quick to recognize the interest and desire to give service which will be thoroughly satisfactory. It pays to send a patron away happy in the thought that he has been fairly and intelligently dealt with.

The man who has not time or thought for others except as they may be contributory to him financially is too narrow-minded to acquire real riches. The public-spirited, patriotic person, who sees life in its larger aspect, is facing in the right direction.

Many a time we are forced to wonder why it is that a certain individual has achieved unusual advancement or prestige. It seems to us that such a person's abilities and personality are ordinary, rather than extraordinary, and we are prone to think "they are lucky," or that someone has used undue influence in their behalf.

In by far the larger majority of such cases, the true solution of the problem is that these people have had the happy faculty of tasting the happiness of others. In a quiet way, they are sympathetically understanding. Some men are so anxious to appear sophisticated and to impress others, that they make their customers feel "cheap" without meaning to do so. The man is a tactful one who can make a patron feel pleased with himself and put him in a frame of mind ready to receive and welcome selling

suggestions. This method of handling customers brings them back again and again. It is a winning policy as opposed to an offensive one.

"All happiness is in the mind," and it is equally true that "neither gold nor grandeur can make us happy." And let us not forget two great fundamental principles of success: The first is that "to be of use in the world is the only way to be happy," and the second, "'Tis only happiness can keep us young."

WHAT AN OFFICE SHOULD BE.

An office is a funny thing: Each morning certain men
And certain girls and certain boys come into it again
And hang their coats on certain pegs, their hats on certain hooks,
And sit them down at certain desks in front of certain books.
They all have certain work to do in just a certain time,
Concerning certain dollars for a certain fixed per diem;
And then at just a certain hour, in sunshine or in rain,
They close their desks and hurry out to catch a certain train.
An office is a tragic thing when that is all there is,
When each one has his certain work and certain way of his,
And wallows in a certain rut and never seems to see
That there are certain other ones in life as well as he.
For we would find a certain fun in certain other ways,
If we would give a word of cheer on certain busy days—
When problems vex, when certain things require a helping hand,
Would give a certain sympathy that mortals understand.
An office is a pleasant place—at least a certain kind
That has a certain brotherhood where day by day you find
Some neighbor with a new idea he's glad to pass along,
A certain sort of friendliness, a certain sort of song.
There is a certain duty that we owe to other men
To help them when they need a lift, to steady them again.
An office can become in time, to man and girl and boy,
A certain kind of fellowship, and work a certain joy.
—Douglas Malloch.



Jack your car on ball bearings

A FEW easy turns on the long handle and your car is raised. To lower it, merely reverse the turns and pull the jack out by the handle.

You perform every operation without once getting under the car.

The diamond point hardened steel top with bulldog grip bites the axle and holds it firm. There is no danger of slipping. You can avoid having the tire rim fall on a deflated tire.

Kimball Jacks sell fast because every time you use this jack you give a demonstration. Motorists everywhere want the Kimball because it is reliable and easy to use. Stock it and sell more jacks.

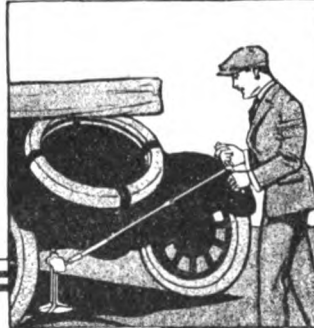
PRICES

Size	Minimum Height	Extended Height	Price
No. 1	9 in.	15 in.	\$7.50
No. 3	11 in.	18 in.	7.50
No. 4	12 in.	20 in.	7.50

Kimball Special Truck Jack that easily raises any style truck sells for \$17.00

SALES DEPARTMENT

EDWARD A. CASSIDY CO., Inc.
Madison Avenue at 40th Street, New York
Manufacturers, F. W. Mann Co., Milford, Mass.



Every operation of raising and lowering without even stooping. You can avoid dirt and grease, eliminate all chance of ruining clothing and injuring hands.

KIMBALL AUTO BALL BEARING JACK

THE BUYER THAT WAS A LITTLE TOO SHREWD

Here is a case which will interest everybody:

Philadelphia, Pa.

On October 26, 1918, we got an order for a carload of goods to be shipped from California, from a Philadelphia buyer. We made out a regular form of printed contract containing the usual arbitration clause. It provided for shipment before November 5th. At that time you had to get a permit from the Railroad Board to bring things in, and this permit could only be gotten by the consignee, and then had to be put in the hands of the shipper before the goods could start to their destination.

After this contract was signed, the buyer applied for a permit and got it on November 4th, which was the day before shipment was to be made. Instead of cancelling the contract because shipment could not be made in time, he turns it over to us to be sent to California, evidently intending shipment to be made. The permit got out there on November 8th, and the car was loaded and started East on November 14th.

The goods were sold sight draft, bill of lading attached, and the draft came on here and was presented to the buyer on November 28th. At the time the market had gone off about 75 cents a cwt., and he refused payment, stating as his reason that shipment had not been made before November 5th, as provided by the contract. We were obliged to resell the car at a loss of about \$1,000. Have we any case against the buyer of these goods? It is of course true that shipment was not made before November 5th. Do not use our name.

P. S.—He refuses to arbitrate—can he be compelled?

One can see the shrewd mind of this buyer working expertly when he made this contract. "I will put in a date of shipment that they probably won't be able to comply with. If the market isn't off when the goods come in, of course I'll take them. If it is off, I'll reject on the ground that shipment wasn't made in time." It is an old trick, and variations upon it have been worked very many times. Often it is successful, but in this case I am clear that it will not be successful, for the buyer, when he handed over the permit at a time when he must have known it couldn't be sent to California and shipment made in the brief time remaining, waived his right to reject the goods on that ground.

Just a word about the arbitration clause in contracts of sale. It is a clause binding both parties, if dispute arises over quality or shipment, to settle it by arbitration instead of in court. The clause is worthless; either party can refuse to be bound by it provided he declares that intention before arbitrators are appointed. The arbitration clause is a good thing to have in selling contracts, but carrying it out depends wholly on the will of the parties, for they are no more bound by it after they sign it than before.

To go back to the question of waiver, let me explain that. A man who has a right upon which ordinarily he can stand, waives it, or loses it, if he lets the psychological moment pass without using it. In every business transac-

tion there is a time to speak and to act in a certain way. If the time goes by without the word, or the act, it is too late; the right is waived.

So with this buyer. When his permit came through on November 4th, it was perfectly obvious that shipment could not be made before November 5th, because that meant that the seller only had until the last minute of November 4th. The buyer could then have canceled the contract on the ground that it was impossible for the seller to comply with the clause as to time of shipment. Instead of that, he handed over the permit for transmission to California, at a time when he knew shipment could not be made before November 5th. In my judgment that waived his right to insist on shipment before November 5th, and the seller had a reasonable time after that in which to ship. I think you can recover all your loss from this buyer.

The law governing cases like this is very well settled. A man must not sleep on his rights, but must exercise them at the proper time. I remember a case in which an order blank contained these words: "The foregoing contract is subject to approval of an executive officer of the party of the first part. It shall not be binding upon the party of the first part until so approved, and if this proposal or contract is not ratified by party of the first part within five days, then this proposal of the party of the second part and this contract shall be null and void."

A buyer signed the blank and the order was sent in, but the seller didn't send any notice of approval. The goods covered by the order, however, were shipped. The seller tried to avoid delivering them, however, and the question arose, was there a binding contract of sale, when no notice of approval or disapproval had been given and when the contract itself said that without such notice it would be void. The court said the order was good without the notice of approval. "If the goods were shipped, the buyer had the right to consider that an acceptance of the proposed contract or an approval of the same in the terms as submitted. If the buyer submitted a proposal to the seller for approval, and if the seller shipped the goods called for without notice to the buyer of approval or disapproval, it would in law amount to an acceptance of the proposal in the terms submitted."

In other words, when the seller shipped the goods without formally approving the contract, he waived his right to stand on that because he didn't exercise it at the proper time.

The Jones Hardware Co., Fulton, Indiana, will soon open a hardware store at that place, in the room formerly occupied by Lowe & McDougle. They have also opened another store at Mexico, Indiana.

"BABY" Hammerless Revolvers

THESE REVOLVERS HAVE A BIG DEMAND AMONG AUTOMOBILISTS—EASILY CARRIED—JUST WHAT IS NEEDED FOR PROTECTION

The "BABY" has had a remarkable sale, for years, and is evidently just what campers, automobilists, and other sportsmen are looking for. Only 4 inches long, and 6 ounces in weight. Six shot—22 caliber. Blued and nickel finish.



"HEXALL" Wrenches



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1

16 Pieces. Weight, 35 oz.

Packed in neat, strong, cloth case.

**Sedgley
Quality
Is Your
Guarantee
of
Durability**



"HEXALL"

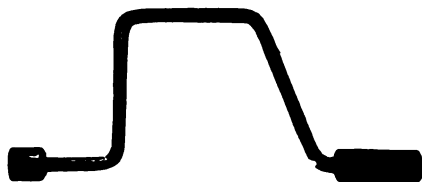
"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 2

11 Pieces. Weight, 27 oz.

Packed in neat, strong, cloth case.

"Break any Sedgley Wrench and We Repair It, No Charge"



"HEXALL"

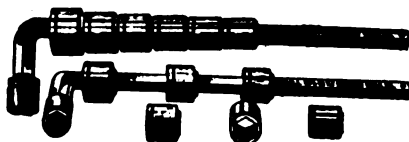
"Trade Mark Reg. U. S. Pat. Off."

Demountable Rim Socket Wrench

Extra deep socket made from bar steel, case hardened. Handle 7-16 inch cold rolled steel with maple wood grip. Made in 5-8, 11-16 and 3-4 inch sizes.

MCDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER **2311 N. 16th STREET** **PHILADELPHIA, PA.**



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Socket Wrench No. 5

A splendid tool. 10½ inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ounces.

PASSING OF FRANK W. BAKER

Frank W. Baker, for twenty-five years treasurer of the Seattle Hardware Co., of Seattle, Wash., and one of the most public-spirited men of the Northwest, passed away at his home at Seattle recently.

He had resided in Seattle for thirty years and was an active worker in the Chamber of Commerce and ready at all times to contribute both in time and money for any movement for the betterment of the citizens and the welfare of his community.

He was a native of Youngstown, New York, and in his young manhood was a school teacher. Later he engaged in the hardware business with E. A. Black at Greenville, Michigan. He went to Seattle with Mr. Black and assisted in the development of the Seattle Hardware Company.

He took an active interest in various charitable organizations and many young men of Seattle bear witness to the inspiration and assistance which he gave them in various ways.

He was a splendid type of American citizen, a man of fine ideals and principles.

He is survived by Mrs. Baker, and his passing will be learned of with sincere regret by everyone connected with the trade.

OPEN SEASON FOR FOOL LEGISLATION

The semi-annual nation-wide infliction of "fool" legislation, which seems necessary for each state to submit to, has been in full progress, and, as usual, the various state legislatures have their full quota of "reformers" who have a panacea for all ills, imaginary and real, that flesh is heir to.

Generally such legislation is designed for the appointment of various commissions, the reformers generally having in mind certain friends, who would prove ideal in such positions.

Typical of such legislation is a bill that has been introduced into the California state legislature, in which it is proposed that anyone desiring to paint, paper, kalsomine, varnish or grain the interior walls, ceiling, woodwork or partitions of any building, dwelling or other structure must pay \$25.00 for a license and become a licensed painter.

California dealers protested against this kind of legislation, for if put into effect it would prevent the housewife or anyone else from using any stain, varnish, or, as one dealer expressed it, from white-washing his own chicken coop, until the State Board of Health had granted him a license for that purpose.

Business men should pay more attention to the election of their representatives, and not allow reformers to secure office, whereby various social isms are being inflicted upon every community by people who have designs on raiding the public treasury.

Many of these people have been educated in our schools and universities by professors with strongly Socialistic or Bolshevistic tendencies.

Every parent should occasionally find out from their children what they are studying in school, the various doctrines and isms that are being forced upon the communities in the guise of welfare and social reform. We will wager they will be astounded at some of the doctrines which are being taught their children—doctrines that have been imported from Europe, and which have no place in America.

As a nation we are not awake to what is being taught the youth of the land.

ZIMMERMAN WILL CALL ON THE TRADE ALL ROUND THE WORLD

Albert Zimmerman, former sales manager of the Stanley Works, and before that president of the Watrous-Acme Manufacturing Company, of Des Moines, Iowa, left last month on a year's round-the-world trip that will extend his expert knowledge of the hardware trade from a national grasp to one of world scope.

He has served in an executive capacity with the Stanley Works and during the war he became a member of the hardware and metals bureau of the War Department. When the war ended, just as Mr. Zimmerman was well under way with his new work, he decided not to let the break in his career work to his disadvantage, but rather to capitalize it and enlarge on it.

His trip will take him to Honolulu, through Japan and China, the Philippines, Australia and New Zealand, the Dutch East Indies and various other countries. He may be reached by mail until June 15 at Hong Kong, care the Hong Kong-Shanghai Banking Corporation. From then until the end of October his mail will be forwarded by the Bank of Australia.

He is representing the Continental Co. on this trip, but intends to make a thorough study of conditions in all branches of the hardware trade in the countries through which he goes.

BUSINESS OUTLOOK GOOD IN PACIFIC NORTHWEST

Business outlook for Spokane and the Inland Empire is good, considering the unrest and unsettled condition all over the country.

Ware Bros., who are enterprising merchants of Spokane, tell us that Spokane did not prosper from the war contracts and hence will not have to go through the reconstruction or remodeling of business conditions.

The crop outlook for the Inland Empire was never better, and if it materializes with wheat at \$2.25 the farmers will not have to wear overalls, but can sport around in broadcloth.

Notwithstanding all the discharged soldiers, Ware Bros. are in need of good hardware and sporting goods salesmen.

The 10 per cent government excise tax is hitting many articles in the sporting goods line which it was not thought it would touch. There is a petition out which is being generally signed all over the country, asking the repeal of this 10 per cent on the sporting goods in general.

A. D. Sherrick, late of the Whiton Hardware Co., is now with Ware Bros. Co., and has charge of the hardware department. They are counting on a nice increase of business in his department.

Stiffen your backbone, set your jawbone, forget your wishbone.

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

Business Conditions of Today and How to Meet Them

(Address by Herbert J. Banta, Commercial Manager Weinstock-Nichols Co.)

SO MUCH has been said, and you have read so much, about present business conditions and how to meet them, that it does not seem possible that anything that I could say to you would give you additional light on the subject. If I should succeed in giving you just one thought or one idea that you can take home with you, and that will be of practical value to you in the conduct of your affairs, I will feel I have been well repaid for this effort.

The subject assigned to me is one about which there has already been written volumes. You cannot pick up a newspaper, a monthly magazine, or a trade journal but that you will find some reference in it to the theme which I am asked to discuss.

In the consideration of this subject we are bound to associate the future with the present in the effort to determine the best course for us to pursue at present. We must, in a measure, comprehend future conditions in order to intelligently meet the issues of the present time.

Optimism

I am an optimist, but I am not a blind optimist. Business today has no use for the pessimist. Optimism should permeate and constitute the accelerating motive of all our activities. Let us face our peace business problems with courage and with confidence.

I do not accept the view point of the radicals, in that I do not believe there is even a remote danger of converting the rank and file of our citizenship to the doctrines of the I. W. W. or Bolsheviks. I recognize that there has to be a readjustment of values; I recognize that war prices cannot permanently obtain; I recognize that there is an economic loss to be absorbed by some one—a loss as between the present high-price level and the lower level to which prices will eventually drop. If we can approach this lower level by a gradual recession, there is not likely to be any serious industrial disturbance. That there will be some disturbance, no one questions.

We must remember that the productive facilities of industry, during the latter period of the war, were traveling at an enormous

speed, and suddenly, and without warning almost, there came a cessation of hostilities—an armistice was declared and this automatically threw on the powerful brakes of greatly restricted production, and the war industries, which were employing hundreds of thousands of men, came almost instantly to a stop. The wonder to me is that the disturbance has not been far more serious than anything we have experienced thus far.

What do you suppose would happen to a high-powered automobile traveling through space at an enormous speed if suddenly all brakes were applied, wheels locked, and the machine brought to a sudden stop. The chances are that there would be a smash, resulting in a scrap-heap of steel and rubber; but even if this was avoided, the machinery of the automobile would be subjected to an enormous strain.

The machinery of industry has been subjected to an enormous strain by the sudden stoppage of the production of war supplies. In this case there has been no great smash, and thus far it has withstood the terrible strains to which it has been subjected. The machinery of industry remains intact, and is being readjusted to again get under headway. It is starting a little slowly, perhaps—this is nothing more than could be expected—but as time goes on it will acquire momentum gradually, and in a year or so, as we look backward, we will hardly be able

to realize that this great machine had slackened its speed for a time.

The great underlying factor in the present situation is that there exists a world shortage of goods—a shortage created as the result of four years devoted almost exclusively to the production of war supplies. This shortage has to be made up—stocks have to be replenished—people will gradually resume normal buying in all lines, and the machinery of industry, in my opinion, will soon again be traveling at a very high rate of speed.

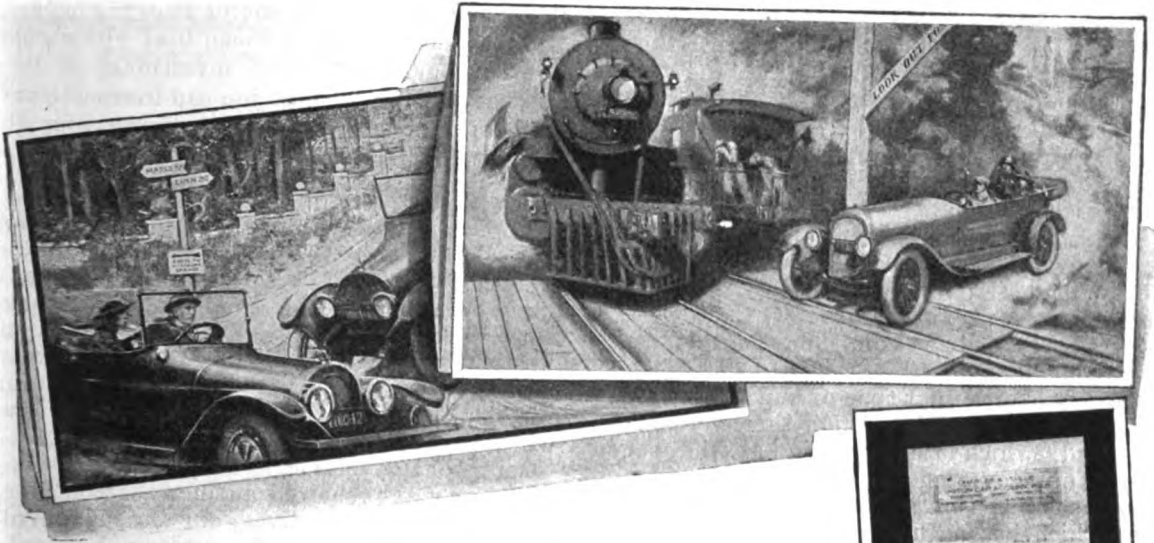
Needless Alarm

We could become quite seriously alarmed and concerned regarding present and future



H. J. BANTA

The position which Mr. Banta occupies in automobile accessory circles and the close study which he has made of business and business conditions generally justifies us in saying that this article is worth a careful study. Some day we expect to make our readers a little more intimately acquainted with him.



Two letters that will create business for you

GARAGE men and dealers all over the country report that these two illustrated letters are the most successful method of building brake lining business that they have ever used.

These letters are personal letters from you to the motorists in your town whom you want as customers. The illustrations shown above appear in colors on the outside. The names are filled in on the inside and each letter is signed with your name.

Educating the motorist to demand efficient brakes

These letters make business good because they convince motorists of the need of good brakes. They show him the danger to which he is exposing himself, his family and his car every time he goes out with doubtful brakes. He is shown the difference between the close compact texture of Thermoid and the loosely wov-

en texture of ordinary brake lining. The close texture of the Thermoid gives him longer, more certain service.

These productive, result-getting letters are part of the co-operation service which we give to Thermoid dealers. Whether or not you are handling Thermoid Brake Lining, write today for information about it. Thermoid will bring increased business and increased profits.

Every foot of Thermoid is backed by **Our Guarantee:** *Thermoid will make good — or WE WILL.*

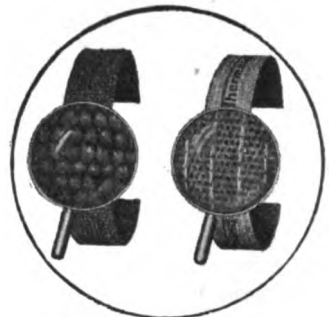
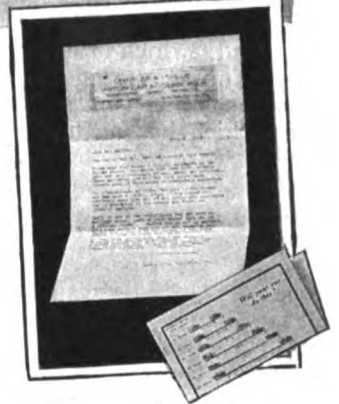
Thermoid Rubber Company

Factory and Main Offices:
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors
The Canadian Fairbanks-Morse Company Limited, Montreal

Branches in all principal Canadian cities



Ordinary Woven Lining

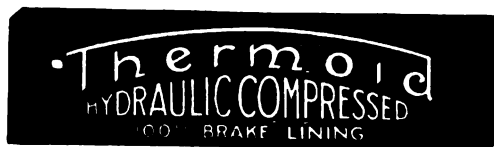
Notice the loosely woven texture

Wears down quickly and unevenly, losing its gripping power as it wears

Thermoid Hydraulic Compressed Brake Lining

Notice the compact texture

Wears down slowly Gives uniform gripping surface until wafer thin



Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

conditions if we allowed ourselves to be influenced by sensational newspaper headlines. Every item of sensational news that the press can get hold of relating to the activities of the Bolsheviks and the I. W. W. it seems that they play up as strongly, and in much the same manner, as they do a sensational murder story; and this is all wrong.

The rank and file of our people—the masses of our laboring people—I am sure have no sympathy with these parasites of society. The agitators of this sort of thing are not Americans—they are largely aliens who cannot speak, read or write our language.

They symbolize that type of humanity which is a low, creeping, subtle thing that works underground, which would strike at the very vitals of our government; which would destroy without compunction our time-honored institutions; which has no more respect for law and order than a band of brigands; which leaves murder, wreckage and ruin in its trail; which would prostrate your home and mine, the very foundation of society; which would create a reign of terror and vandalism that only the Dark Ages could parallel, and do you mean to tell me that the rank and file of our American citizenship would countenance this viper? Then why allow this contagion to be spread throughout the land through the machinery of the daily press to infect the weak minded?

No, this class cannot predominate in America—our public is too intelligent. We enjoy a liberty and competence, the happiness of a home environment, that is not equaled by any other people in the world. Do you think that our thinking people, constituting our masses, are going to sacrifice all of this for what is going on in Russia today? I say, impossible! Let us not give this phase of it a thought, and to those who are in any measure being influenced by such rattle-brained, soap box orators, let us proclaim a doctrine of pure Americanism. Acquaint such with the ideals of government as advocated by Washington, by Lincoln, by Roosevelt—a government for the people and by the people; and, as a people, we will survive and prosper when the names of Bolsheviks and I. W. W., and what they stand for, are not even a memory.

What We Should Do to Meet Present Conditions

In this respect, I can only suggest to you those policies which we ourselves are pursuing and recommending to our trade as being the best, as we see them, for their welfare and protection.

First, we must stay in business. To stay in business, we must do business, and to do business, we must have merchandise. I believe that we are justified to carry a sufficient stock of merchandise, not only to meet a normal average of business, but one that will comprehend an increase of business as compared with the

same monthly period of one or two years back. This does not necessarily mean that you should increase your merchandise investment at this time, because I know that you can increase your volume of business without increasing your investment in merchandise.

Value of Business Objectives

In our business we establish objectives for many of our activities. Six months ago we established our sales objectives for the succeeding six months, and this comprehended a substantial increase in business. The fact that an armistice was declared in the interim has not deterred us one iota in the endeavor to obtain these monthly objectives in volume, and now I will tell you how well we have succeeded.

Our January volume, as compared with January a year ago, showed an increase considerably in excess of objectives; our December volume exceeded December of a year ago by a substantial margin above objective; our November volume (the month in which the armistice was declared) also exceeded the November volume of a year ago by a liberal margin in excess of the objectives established.

Please take into consideration that the shortage of merchandise, in some lines, is still acute with us, and although this situation is easing up gradually, it will be some time before we will be entirely free from a merchandise shortage in a number of lines.

As yet there have been no marked declines in prices. Generally speaking, prices are holding well, and we have no reason to expect that there will be other than a gradual recession.

Increase in Volume Without Increased Investment

Another fact that will interest you is that this increase of volume in business, which I have referred to, has been accomplished without increasing our merchandise investment. In fact, our merchandise investment on January 1, 1919, was substantially less in dollars and cents value than on January 1, 1918, and the percentage of less tonnage was even greater, because the cost prices for merchandise as of January, 1919 represented an advance over January, 1918.

We have been enabled to maintain a normal volume and increase it in the face of price uncertainties, in the face of a merchandise shortage, through a more intelligent handling of our stock situation. We have accomplished an increased turn-over of our merchandise—we have purchased in smaller quantities and more frequently—we have watched our slow-moving stock and minimized our investment in such and increased our investment in merchandise that moved more rapidly. In fact, we have learned lessons in the past two years that, regardless of the return to normal business conditions, we shall continue to apply in the conduct of our affairs with profit to ourselves.



Something Beyond Quality—or Price

It is the "all-round" merchandising value of Converse Tires which makes them supremely useful to the hardware merchant.

Probably there are other tires as good—possibly some may represent equally attractive dealer profits, but there is no one tire which yields such a harmony of value. The sustained quality of Converse Tires converts good-will into repeat sales—at snug profits. There is a rare balance of Quality to Price, and of Price to Profit which makes Converse Tires money makers as well as mileage makers.

From any angle Converse Tires are a prime purchase—their splendid "all-round" merchandising value is giving them a deserved priority in hardware accessory channels. They are indeed "A Good Buy for Hardware Buyers."

Exclusive Distributors ;

C. M. McClung & Co., Knoxville, Tenn.
Nash Hardware Co., Fort Worth, Texas
F. P. May Hardware Co., Washington, D. C.

Stratton-Warren Hdre. Co. Memphis, Tenn.
Wm. Stockhoff, Louisville, Ky.
Stauffer, Eshleman & Co., New Orleans, La.

McGowin-Lyons Hardware & Supply Co., Mobile, Ala.

Made by CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches :

142 Duane Street, New York

618 W. Jackson Boulevard, Chicago

Anticipate Needs on Basis of Turnover

So I say to you again, you must have stock to take care of the business which will be offered you. I would not, if I were in your place, increase my stock investment, but I would approximate my annual rate of turn-over on the various lines that I carry as closely as possible, and anticipate my future needs on the basis of my turn-over. That is, if certain articles of merchandise in your line turn six times a year, buy for a ninety days' supply; if they turn twice a year, a six months' supply. Clean up your very slow-moving stock, as the chances are than this was bought at high prices, and if it is necessary to sacrifice any profit on this merchandise, you had better make that sacrifice now than later, and obtain the advantage by converting it into cash. What the average merchandise establishment is in need of at this time is a physic—it needs to be cleaned out.

Beware of Long-Dating Inducements

In fact, unless you are guaranteed against decline in price for a specific and definite period, I would not consider buying merchandise at this time when the lure of dating was given as an inducement. Eliminate every element of speculation in your business today—buy conservatively, but buy more intelligently; buy in quantities to meet a normal volume of business—increase your business in volume during the next six months, not carrying more merchandise, but by carrying less, if possible; by carrying better stock and buying in smaller quantities more frequently, increase the rate of your merchandise turn-over. Hit the ball hard.

Let us forget what our competitors are doing. The successful business man today knows more about his business than he does about his competitors'. The unsuccessful business man or professional man, is the man who knows more about the other man's business than he knows about his own.

Individualize Your Store and Methods

Give thought and study to make your efforts individual. Individualize the appearance of your store—individualize the arrangement of your stock—have your store appear different than the average store; individualize your treatment of customers; individualize the courtesy that your institution reflects; individualize your service.

Leave the stamp and imprint of your institution on every transaction; create a free, wholesome, alive, alert willingness-to-serve atmosphere, and in so doing, you will create an asset worth more to you than the cash value of your merchandise investment—you will be in possession of an intangible asset that fire or the elements cannot destroy—an asset that cannot be taxed—an asset that is imperishable—an asset that will stand as unfalteringly against the assaults of competition as stands the Rock

of Gibraltar against the ceaseless waves of the sea that dash against it.

With such an asset the outcome of the peace negotiations—the outcome of this transitional period through which we are now passing—the outcome of the readjustment of values, need not give you any serious concern, for no matter how severe the storm, you may rest assured, with these assets, your business craft is built to weather any of the vicissitudes of business, and that it will carry you to that harbor where you can safely moor your ship in the enjoyment of a successful future business career.

YOU HAVE TO CONSULT THE ADVERTISEMENTS

We're looking for news about things that will enable us to improve these conditions. Where else is there to look for them outside of the advertising?

It's a pretty hard matter to find a person who is not influenced by advertising. Everyone is touched by it in some way or other. It secures its effects consciously or unconsciously.

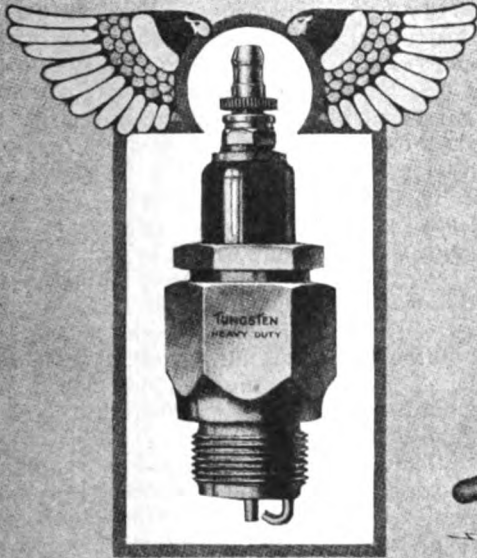
Very often store keepers will admire an advertising campaign and will talk about a line of goods that is advertised. They will comment upon the success of a firm that has been a big advertiser, and get off the time-worn phrase, "Advertising pays." Yet when it comes to spending a little real money for newspaper advertising, they go very slowly. They can't "see any results."

A SOLDIER'S PRAYER

Now I lay me down to sleep
I grant the Lord my gun to keep
And may no other soldier take
My shoes or socks before I wake.
O Lord, please guard me in my slumber
And keep my coat upon this lumber.
Grant that no pegs or guide ropes break
To let my tent down ere I wake.
Lord, keep me safely in thy sight
And let no fire drills be tonight,
And in the morning let me wake
Breathing the scent of a sirloin steak.
Relieve me from all work and drills.
When I am sick save me from pills.
If I should break an ARM of mine
Grant it be free from iodine.
Show me the way to a feather bed
For there I long to lay my head.
Far and away from all camp scenes
Also the scent of half-baked beans.
Take me back, O Lord, into the land
Where I can walk without a band.
Where no loud raucous bugle blows
And where the women wash the clothes.

AMEN!

—First Sergeant William Arndt.
Co. I, Casual Detch., Camp Custer, Mich.



Endurance

TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job

TUNGSTEN MFG. CO.
MARSHALLTOWN
IOWA



WHO IS RESPONSIBLE WHEN CON-SIGNED GOODS ARE DESTROYED OR DAMAGED

(Copyright, by Elton J. Buckley.)

One of the papers publishing these articles sends me the following query, which I consider of sufficient importance to discuss here:

In response to one of your interesting articles, one of our subscribers has put a legal question up to us and we are wondering whether you would be kind enough to let us have your opinion.

Some time ago a concern placed some jewelry in his store to be sold on commission—unsold goods to be returned. Most of the goods were destroyed by fire, as was a consignment of garden seeds also placed upon the same basis. Can these concerns collect for the goods lost? Of course insurance companies have told him that it was impossible to insure these goods, as they did not belong to him.

The question therefore is:

When goods are in a store on consignment, title still remaining in the seller, and the possession of the holder being merely for the purpose of sale, whose is the loss if the goods are destroyed by fire?

The question might be extended to include cases where the consigned goods are stolen, or lost, or damaged in some way other than by fire. Naturally the same legal principle applies to all.

The answer is that the consignee is not responsible for damage or destruction unless same is caused by his negligence. I will apply that in a moment.

Placing one's property in the possession of another is called bailment. There are several kinds of bailment, each one with its own principles of law, but sending goods on consignment is "bailment for mutual benefit." Each party gets something out of it; in other words, it isn't like the lending of one's automobile, which is bailment for the sole benefit of the bailee (the borrower).

Where bailment is for mutual benefit, the consignee or holder of the goods is obliged to give them only ordinary care, and will be held responsible if anything happens to them through ordinary negligence on his part. If he has given them ordinary care, and has not been negligent, and a fire occurs and destroys them, he is not liable. The loss is on the owner.

Ordinary care is the kind of care which an ordinarily prudent man would use in looking after his own property. The lack of that degree of care would be ordinary negligence.

Here is a statement of the law as to the consignee's liability for loss or damage to goods on consignment by him:

Where a bailment is for mutual benefit, the bailee (consignee) is held to the exercise of ordinary care in relation to the subject matter thereof (i. e., the goods held) and is responsible only for ordinary negligence. He is not liable if the subject matter of the bailment has been injured by some internal decay, by accident or by some other means wholly without his default, and in the absence of some special stipulation an injury to or loss of the property falls on the bailor. The bailee may, however, be liable for

any injury or loss arising through the acts of his employees unauthorized by the bailor.

Note the words "in the absence of some special stipulation."

A great many of these concerns that make a specialty of shipping goods on consignment will try to get you to sign a receipt agreeing to be responsible in case the goods are lost, destroyed, or damaged while in your possession. Many times consignees have had to stand a loss because they had agreed, probably without thinking of it, or thinking that they were responsible anyway, to become responsible for all loss or damage.

I repeat, the consignee is responsible for such loss only if he has caused it by his own negligence. What would be negligence in such a case? Any carelessness which would open the way to the thing that happened. If you left a box of garden seeds which you were holding on consignment outside the store in a box, open and unprotected all day long, it would—in case they were stolen—be negligence.

I don't understand the statement in the above question: "Of course insurance companies have told him that it was impossible to insure these goods, as they did not belong to him." So far as I know, any insurance company will insure goods of a consignor in the hands of a consignee. It is well settled that a bailee (consignee) has an insurable interest in goods consigned to him, and can insure them for the joint benefit of himself and the consignor. If the goods are valuable and there is any risk in holding them, I consider it a good thing to insure them, as the cost is always small and it settles all questions of liability.

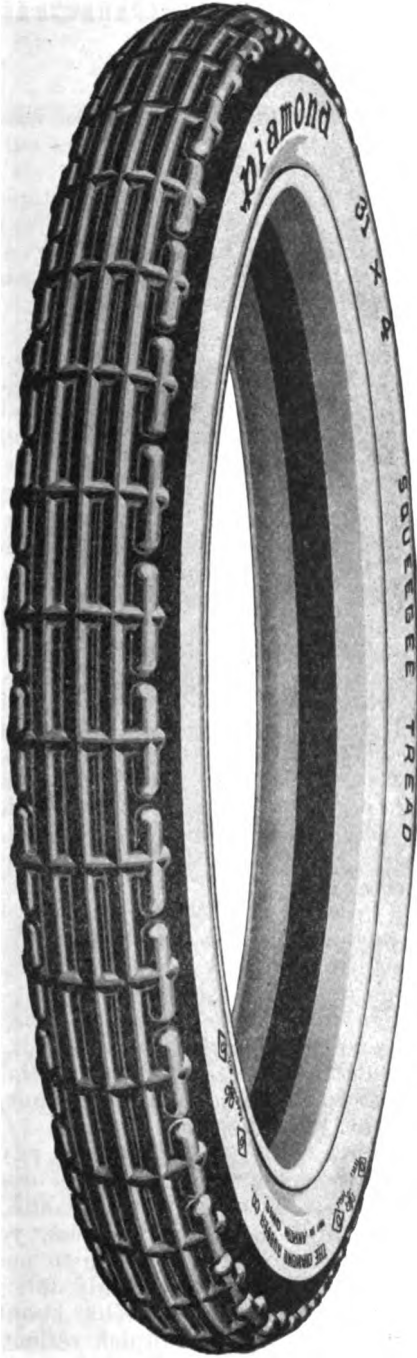
DON'T TAKE HALF A DAY!

When you've got a thing to say,
Say it. Don't take half a day.
When your tale's got little in it,
Crowd the whole thing in a minute.
Life is short—a fleeting vapor—
Don't you fill the whole blamed paper
With a tale, which, at a pinch,
Could be crowded in an inch.
Boil her down until she simmers;
Polish her until she glimmers;
When you've got a thing to say,
Say it. Don't take half a day.

Pat went to a druggist to get an empty bottle. Selecting one that answered his purpose, he asked: "How much?"

"Well," said the clerk, "if you want the empty bottle it'll be 5 cents, but if you want something put in it we won't charge anything for the bottle."

"Sure, that's fair enough," observed Pat. "Put in a cork."



When the Judgment Day Arrives for Tires

MOST motorists depend on their speedometers to gauge the merits of their tires. When a tire has run its course and the Judgment Day arrives, your customers know its value—and you stand to win or lose on the relentless decision.

If you're selling Diamonds, well and good—Diamonds have the reputation of piling up 5,000, 6,000 and 8,000 miles regularly. You can count on repeat sales.

In fact, it's a joy to sell Diamonds, because of their consistently good quality, moderate price, and our reputation for fairness with customers and dealers.

*Diamonds are a Good Proposition
Ask Your Hardware Jobber*

THE DIAMOND RUBBER CO.
Incorporated
AKRON, OHIO

Diamond

SQUEEGEE TREAD TIRES

Obstacles Necessary to Development

Do You Use Them as Stepping Stones to Higher Things?

WE ARE not likely to think of obstacles as pleasant and friendly. We usually think of them with something of dread and are inclined to sigh with relief when a threatened obstacle does not actually make its appearance. But all progress is made by overcoming obstacles, so every time we meet one we should look upon it as an opportunity to prove ourselves.

We can all look back at people who started out in the business race with us. Some have been left behind; others have kept pace with us; and still others have forged away beyond us. The progress each has made is in the exact proportion to the ability of the individual to overcome obstacles.

We look with a little bit of scorn upon those who have not kept up with us, and we say they did not deserve to get any farther because they weren't willing to pay the price of success.

But how about ourselves? Most of us look with something of envy on the people who have made longer strides than we have, and we are likely to attribute their success to luck, and push, and pull. As a matter of fact, they are, where they are, because they have overcome certain difficulties which we have allowed to halt us.

Within the last few days, several examples of this kind have come to my attention. The first instance had to do with a bookkeeper who was engaged to fill a rather desirable position. The work was not heavy, the surroundings were pleasant, and the pay good, but from the moment that young woman came into her new surroundings, she began to meet obstacles, and every one stopped her right where she was.

She wasn't used to that particular method of double entry bookkeeping, and in place of going at it and conquering it in the details which troubled, she simply lay back on her oars and said, "I don't believe it's worth my while."

The typewriter was a different one from that to which she had been accustomed, and she lamented every time it was necessary to go near it. When she was asked to total up some columns of figures on an adding machine, she shook her head tolerantly and declared she had never used an adding machine! She didn't offer to do them by the old-fashioned brain route, either.

Little by little it became evident why she had left her last position, and a talk with her former employer revealed that after taking her short-hand notes, she couldn't read them correctly, and she felt rather than to bother trying to master the troublesome characters she would prefer to go into some other branch of work.

She is now looking for a position where there will be no obstacles. Perhaps she will find it. No one else ever has!

A business man of my acquaintance is sincerely distressed because he fears that his landlord will not renew his lease. He doesn't want to go and have the matter out in advance of the expiration of the contract, for fear the property owner will think that he is unduly anxious and so will boost the rent. He is in a condition bordering on distraction every time I see him, for fear another firm across the way has an eye on his location and will offer more money for it than he is paying.

In vain have I advised him to go and have the matter settled in a businesslike way. If he is not to have the building, the sooner he knows it the better; if the firm across the way gets it away from him, the location they are leaving is a very desirable one for his line, and doubtless he could make arrangements to move in there.

Turning Business "Disasters" to Blessings

Many and many a man has found that what he considered a business disaster was a blessing in disguise. More than once it has happened that the person who was literally "kicked out," as it were, was in reality kicked upstairs to a higher position than he ever would have reached otherwise.

Some people act as though they were afraid of obstacles. They shy around them or stop stock still in the road behind them and do not try to go any farther.

A man with a fine window for display purposes, is not making the best use of it. One of his friends thought to give him a tip, and so, when this man was complaining about business being poor, his caller said to him:

"I think, Sam, that it would pay you to take more pains with your window displays. I know you are busy and short-handed, but if you could increase your business, you could afford more help. I don't like to mention it, but your window glass is cloudy and your display almost has whiskers. What about it?"

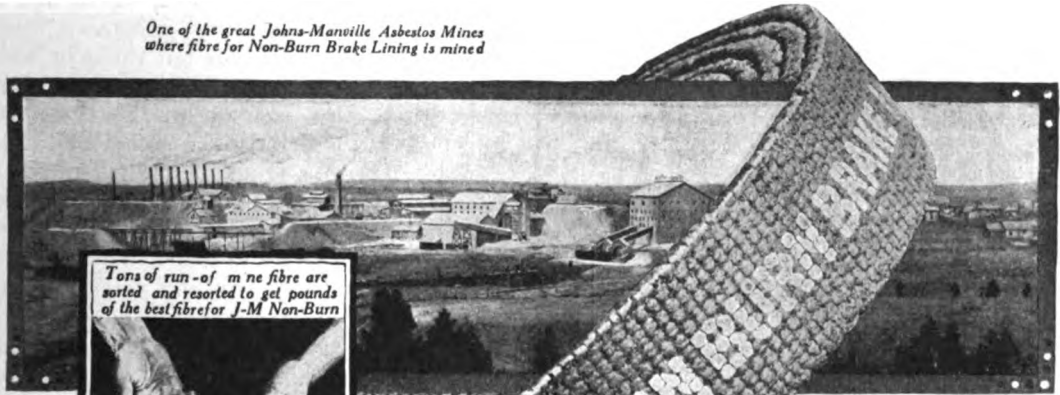
Sam chewed on a toothpick reflectively.

"I know you are right," he said good-naturedly, "and I've thought of the same thing myself, but here I am working early and late, and there is no use dressing that window and taking lots of pains doing it, unless the window is cleaned thoroughly. There is no one to clean the window thoroughly unless it is me, and I don't see when I'll get the time."

The caller tapped his foot impatiently on the floor.

"See here, Sam," he said, "you always have let small obstacles bar your progress, and I'm

One of the great Johns-Manville Asbestos Mines
where fibre for Non-Burn Brake Lining is mined



Tons of run-of-mine fibre are
sorted and resorted to get pounds
of the best fibre for J-M Non-Burn



So that
you will know
where good brake
lining comes from

NATURE made good brake lining, millions of years ago, when she made Asbestos. But Asbestos varies in character even more than cotton, wool or linen.

There is one kind of fibre best suited to braking service, but it must be sorted from run-of-mine material. And, to maintain a high standard of brake fibre selection, great fibre tonnage must be worked.

No stronger testimonial for any lining can be cited than the fact that Johns-Manville is Asbestos Headquarters in tonnage and quality of mine fibre.

Fifty years of Asbestos leadership is expressed in the quality of this lining—making its merit less a sales argument and more an obligation of Johns-Manville Asbestos in the motorist's service.

The rigid standard set up by us in its manufacture is reflected by its popularity on thousands of car and truck brakes and clutches.

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories — Branches in 63 Large Cities

**NON-BURN
ASBESTOS
BRAKE LINING**
for your car

To the Trade—Non-Burn is sold only through legitimate trade channels. This protects you against indiscriminate competition and assures you a satisfactory profit.



COVERS
THE CONTINENT

Through—

Asbestos

and its allied products

INSULATION

that keeps the heat where it belongs

CEMENTS

that make boiler walls leak-proof

ROOFINGS

that cut down fire risks

PACKINGS

that save power waste

LININGS

that make brakes safe

FIRE

PREVENTION

PRODUCTS

**JOHNS-
MANVILLE**

Serves in Conservation



FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.

\$1000 Reward

No More Broken Arms

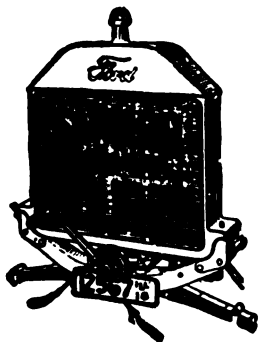
Crank can be turned forward only. Impossible to turn crank backwards. This makes it absolutely safe when back-firing. No springs. No rattle. NO NOISE. When motor starts, crank can be set up out of the way, as shown in the cut, keeping it out of the mud. Crank Release also has holder for number plate.

SANDBO

Ball Bearing Crank Release — Fastest Selling Ford Accessory on the Market.

Dealers: Write at once for particulars of our liberal proposition on this Crank Release and complete line of high-grade Ford accessories.

BEAR MFG. CO.
1002 Bear Bldg.
Rock Island, Ill.



afraid you always will. Why don't you release one of the help for an hour or so and let the others do his work?

"Have that one clear out the window. Send for a man from a window-washing firm and have that glass cleaned up so you can see through it. Then release somebody else, or a couple of people, from their duties for a couple of hours. Tell them in advance what they are to do, so they can make their plans, and have them put in a window which will sell goods. I tell you it will pay you and you can manage it if you will only try."

Sam looked at his friend in astonishment.

"I hadn't thought of that," he said.

Brains Will Command Capital

Still another man who is unusually good in judging values, who has a great faculty for getting along with people, and who should be making hay now, as he is in the prime of life, is just standing behind his obstacle and taking it for granted that there is no way to get around it or climb over it.

His problem is lack of capital. Only the other day he said to me:

"I can't buy to advantage because I can't take my discounts. I have to wait until the goods are sold and the pay collected for them. I can't make certain improvements which are necessary to attract business, for I haven't the price. I can't advertise in order to let people know what I've got and what I can do, because advertising runs into money in a way that I cannot meet. Here I am in my best days and yet my hands are tied behind my back and I've got to grin and bear it!"

And the discouraging part of it is that this man thinks he is telling the absolute truth. His habits are good. He is well known as a hard worker, and if he only went about it in the right way, he would have no trouble obtaining all the financial backing he needs to develop his business, but he has what he calls a horror of "debt" and of "getting tangled up with anybody else." He simply will not or does not see that he is letting a very ordinary obstacle keep him in a commonplace position all of his life. He is timid because he does not understand what he could have and what he could do if he went about it in the right way.

Money is more plentiful than brains, and there is always money to capitalize brains when they can be found and proved. Naturally no one is going to come forward to offer this man financial assistance. Those who have the wherewith probably argue that he hasn't enough push or initiative to succeed or he would get into a wider part of the stream somehow or other—and perhaps they are right.

As I said in the beginning, obstacles are tests and many a time they prove us actually worthy or unworthy to travel faster or farther.

Are there any obstacles in your path? What are you doing about them? Are you climbing over them, making a detour around them, or sitting down behind them and folding your hands? A friendly obstacle is one which is big enough to let you climb over it, provided you use your best efforts, and at the same time weeds out the weaklings and lessens competition, for there is always room the nearer the top you go.



DREADNAUGHT TIRES

"PROCEED"

WHEN the Dreadnaught squadron receives the Admiral's signal to "proceed," each and every ship is *ready* for the combat.

When your car is fully equipped with DREADNAUGHT TIRES each tire is *ready* for all hardships and the relentless attacks of the roughest roads. They are "built to conquer." They lead in scientific construction, quality and endurance. Made in two treads—the DREADNAUGHT REINFORCED VACUUM—the scientific non-skid; and the DREADNAUGHT RIBBED TREAD.

This will be a big and profitable year for
DREADNAUGHT DEALERS.

THE DREADNAUGHT TIRE & RUBBER CO.
BALTIMORE, MARYLAND

Pacific Coast Distributors

ARNOTT & CO., Inc.
112 South Los Angeles Street, Los Angeles, Cal.
THE AUTOMOTIVE SUPPLY CO.
1558 Broadway, Denver, Colorado
THE P. J. CRONIN CO.
129 First Street, Portland, Oregon
DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash.
DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street, San Francisco, Cal.
STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Utah
WARE BROTHERS CO.
123 Howard Street, Spokane, Wash.

GUARANTEED 5000 MILES



Service —

that is what the user requires of an ignition battery — not only long service but the right kind of service. High amperage is an important item of service — so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.

604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

THE "LONG" LOOKED-FOR SPARK PLUG

"Long Henry," the Auburn Ignition Company's contribution to the accessory line, which is especially adapted to Ford cars, is proving to bear out all the claims its makers advance in its behalf: "A winner for the dealer in that it is a winner with the Ford owners."

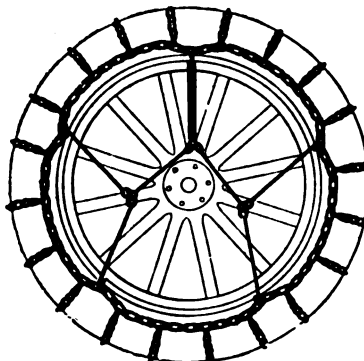
Longer in shell than ordinary spark plugs, with a long hex to extend the wrenching surface, and a long base below the threads to get the spark way down into the heart of the gas, the profits and sales have proved equally as long. Insulator, electrode and shell are made extra heavy, and the combined features of the plug make the car easier to start, give more power, and provide a smoother running engine in general.

Inquiries may be addressed to the makers at Auburn, N. Y., or by Pacific Coast dealers to the Mitchell Mfg. Co., Balboa Bldg., San Francisco.



ANTI-SKID CHAIN TIGHTENERS

The M. H. Merchant Corporation, Syracuse, New York, report an increasing demand for their Anti-Skid Chain Tighteners, which is a simple device, filling a long-felt want, and is a necessity with all motorists who use chains.



It prevents the loss of chains and unnecessary wear and breakage of cross chains. It stops the rattling and banging of fenders by taking up the slack when the chains wear and stretch.

By a scientific equalization of tension from the five points of connection, it allows the chain to creep, thus obviating

any injury to the tire, at the same time doing its work perfectly.

Anyone who uses chains—and everyone should—will realize what a comfort and convenience it is to have these.

The M. H. Merchant Corporation will be glad to give full information to any of our readers upon request.

A. B. Avis, Pomona, Cal., who recently disposed of his business, has taken it back and plans to continue it along the same lines which has enabled him to develop a large business. He is one of the most progressive merchants of his section.

J. E. Olinger, of Milton, Ore., has purchased a half interest in the Walker Hardware Co., Walla Walla, Wash., the members of which are E. D. Walker and his son, V. S. Walker. Messrs. Walker expect to retire from active management of the business.

The Hazer Hardware Co., North Bend, Ore., have purchased a two-story building to be remodeled and occupied by them as soon as the alterations are completed. This will give them facilities for carrying a larger stock, and they will also make extensive additions to their sporting goods line. The outlook is reported excellent, and they are planning for an active season's business.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motol and Cydrene Oils,
Gearose and Cupose
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Falmir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retarder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Eie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

The Name Behind The Tire



Machinery Hall
Columbian
Exposition, 1892

WHEN the World's Columbian Exposition was held in Chicago back in 1892, G & J PNEUMATIC TIRES had attained a recognized standard of excellence.

Today, twenty-six years later, G & J's retain all their original points of superiority, and they embody every improvement that the untiring efforts of a great staff of manufacturing experts has been able to impart.

G & J DISTRIBUTORS

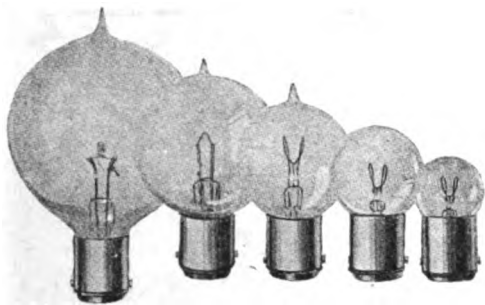
Bailey-Lebby Co., Charleston, S. C.
Berroldin Rubber Co., Philadelphia, Pa.
Benton County Hdwe. Co., Rogers, Ark.
Barker-Jennings Hdwe. Co., Lynchburg, Va.
Chapin-Owen Co., Inc., Rochester, N. Y.
Colladay Hdwe. Co., F., Hutchinson, Kans.
Dennis Auto Supply Co., Richmond, Va.
Drennen Motor Car Co., Birmingham, Ala.
Drury & Kelley Hdwe. Co., Cadillac, Mich.
Donnan Hdwe. Co., Richmond, Va.
Fisher Bros. Paper Co., Ft. Wayne, Ind.
Fox Bros. Hdwe. Co., Pine Bluff, Ark.
Gladstone Tyre & Supply Co., New York, N. Y.
Gunby Co., L. W., Salisbury, Md.
Heitman Co., F. W., Houston, Tex.
Harper & McIntyre Co., Ottumwa, Ia.
Jarney, Semple, Hill Co., Minneapolis, Minn.
Leonard Hdwe. Co., Chas., Petersburg, Va.
Ludwig Tire & Vulc. Shop, Hagerstown, Md.
Manhattan Oil & Linseed Co., St. Paul, Minn.
Miller Bros. Hdwe. Co., Richmond, Ind.

Murchison & Co., J. W., Wilmington, N. C.
Ohio Rubber Co., Cleveland, O.
Post & Lester Co., Hartford, Conn.
Russell Hdwe. Co., McAlester, Okla.
Semmes Hdwe. Co., Savannah, Ga.
Stratton & Terstegge Co., Inc., Louisville, Ky.
Shannahan & Wrightson Hdwe. Co., Easton, Md.
Schelly & Bros., C. Y., Allentown, Pa.
Sullivan Tire Co., L. E., Washington, D. C.
Thomas-Ogilvie Hdwe. Co., Shreveport, La.
Teague Hdwe. Co., Montgomery, Ala.
Townley Metal & Hdwe. Co., Kansas City, Mo.
Trautwein Tire & Rep. Co., Brooklyn, N. Y.
Wyeth Hdwe. & Mfg. Co., St. Joseph, Mo.
U. S. Rubber Co., Milwaukee, Wis.
U. S. Rubber Co., Des Moines, Ia.
U. S. Rubber Co., Chicago, Ill.
U. S. Rubber Co., Boston, Mass.
U. S. Rubber Co., Columbus, Ohio.
U. S. Rubber Co., Toledo, Ohio.

G & J Stalwart "G" Plain
Cord Tread Tread Tread



G & J TIRE COMPANY
1790 Broadway, New York



Have You Ordered Your New Auto Bulbs?

**Complete Line
HIGHEST QUALITY
IMMEDIATE DELIVERIES**

All our Auto Lamps are manufactured under all General Electric Co. miniature lamp patents.

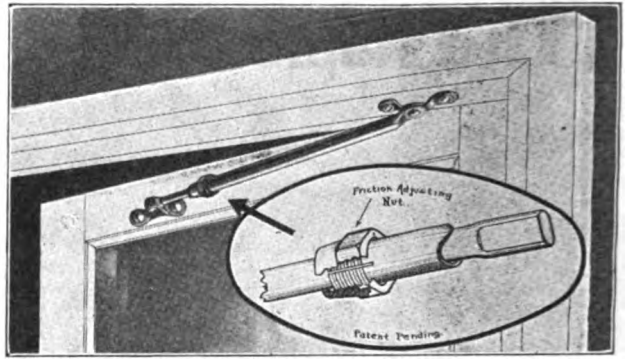
Ask for your copy of the "Automobile Lamp Bulb Guide," showing the proper lamp for each light in every car.

THE A. C. MANNWEILER CO.
Incorporated
FORT WAYNE, INDIANA

Lethermet Nails UPHOLSTERING NAILS

in a wide range of sizes and styles, and made to match any shade of upholstery or leather in plain or Spanish effects.

**COMPLETE LINE WITH
PRICES SHOWN IN
CATALOG. WRITE FOR IT**
THE BREWER-TITCHENER CORP.
CORTLAND, NEW YORK



FLIER NOW MAKES SASH ADJUSTERS

It's "back to earth" for Sergeant James A. Stewart, late of the Air Service. He states, however, that he is only too glad of this chance to leave high flying and return to his former partnership in the firm of Simpson & Stewart, with headquarters at Oakland, Cal.

More accurately, it might be said Sergeant Stewart has taken the "m" out of "smash" with his return to civil life, for he is now devoting his time and energy to the manufacture and distribution of his own device, the Stewart Automatic Casement Sash Adjuster, which Simpson & Stewart had placed on the market before the war.

The cut herewith shows the clever device for controlling a casement sash. It consists of a rod sliding in a tube, one end of which is threaded and slotted. This engages with the tapered thread inside the knurled nut. By turning the nut with the fingers any desired friction can be obtained and the sash is held firmly at any angle desired.

Its automatic action allows its use at the head of the window if desired, leaving the sill clear of hardware. It requires one inch space between sash and screen, hence can be easily used where screens are used.

In addition to the sash adjuster, announcement of which appears elsewhere in these pages, Simpson & Stewart are factory distributors for Hipolite Window Screens. Mr. Stewart is now putting on the market another one of his patents, a Spring Hood Clamp for Chevrolet cars. This is said to be a great improvement over the thumb nut which is ordinarily used to hold down the hood.

Simpson & Stewart expect a big year for the sash adjuster, which has so rapidly become popular with leading hardware men, architects and builders. Their headquarters are 565 Sixteenth street, Oakland.

J. E. Houck, of Dallas, Ore., has purchased the hardware and implement stock of Fred Hedding at Perrydale, Ore.

Robert Weiss, formerly engaged in the hardware business, has purchased the E. B. McClair hardware store at Uplands, Cal., of which he has taken possession.

Ray Babb, a well-known hardware man at Eugene, Ore., is opening a new store at Eugene, on March 1. Mr. Babb was formerly a member of the firm of the Griffith-Babb Hardware Co.

C. G. Leeson has been elected president of the Ophir Hardware Co., Oroville, Cal. The other officers are George N. Westwood, vice-president; H. Gray, secretary; Scott Lawton, treasurer.

The Kerman Hardware Co., Kerman, Cal., have been erecting a new warehouse in order to give them the facilities for carrying an increased stock, and they are planning for an unusually busy year.





You wouldn't dope yourself— why dope your car?

THE way some men abuse a motor car you'd think they had a patented scheme for making it live forever.

Suppose their cooling system leaks. They thoughtlessly pour a radiator cement, flaxseed meal, glue, shellac or other "dope" into the radiator—in spite of the fact that **sensible motorists tell them these are harmful.**

They seem to forget that you can't abuse the cooling system of an engine and get away with it—any more than you can abuse your own system without suffering for it.

Naturally everybody has his own opinion about what ought to be done to repair a leaky cooling system. But the majority of expert opinion—such as the accessory dealers, for instance—will tell you that the proper way to repair leaks is to use "X" Liquid, the only **Scientific Process** that repairs leaks without danger to any part of the cooling system.

Over 1,000,000 cans of "X" Liquid have been sold in the last three years—saving millions of dollars for car owners.

The simplicity of the "X" Liquid process is as remarkable as its scientific accuracy. "X" is simply poured into the radiator. It works automatically—making a permanent repair in 10 minutes.

"X" Liquid makes a repair that is better, quicker and more economical than soldering. It repairs leaks in the radiator, pump, connections, around gaskets, etc. "X" has repaired the inner wall of a cracked water jacket, cracked valve pockets and other places where welding wouldn't be practical—or economical. . . .

These days every intelligent car owner knows how much trouble is caused by rust and scale in the cooling system. Thousands of owners today use "X" regularly. The first can cleans out the rust and scale now present. Then keeping "X" always in the water **PREVENTS NEW RUST OR SCALE** from forming.

This means a cooler engine, less oil and gasoline consumption, less trouble and a reduction in upkeep costs.

Not a Radiator Cement

Don't confuse "X" with radiator cements, flaxseed meals, etc. "X" is a product of scientific thought as far superior to dopes as a motor car is to an ox-cart.

"X" is the only product that permanently repairs leaks, eliminates rust and scale—and in addition keeps the cooling system **LEAK-PROOF, RUST-PROOF, SCALE-PROOF and TROUBLE-PROOF.**

Every progressive dealer now sells "X" Liquid. Many of them sell "X" exclusively.

Large Size, \$1.50

Will do a \$25 repair job

Ford Size, 75c

Will do a \$10 repair job

Get "X" at your dealer's—or mailed direct on receipt of price.

"X" LABORATORIES, 628 Washington St., Boston, Mass.

Pacific Coast Branch: 433 Eialto Bldg., San Francisco, Cal.

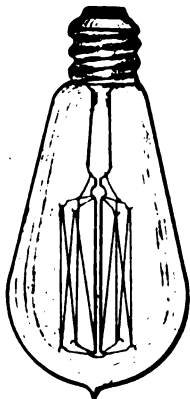
"X" Liquid

**makes all water cooling systems
LEAKPROOF RUSTPROOF SCALEPROOF**

WE CAN SAVE YOU MONEY ON

L A M P S

**Tungsten
Nitrogen
Carbon
Automobile
Flashlight
Renewed**



Largest stock carried
on Pacific Coast.

It will pay you to get our prices before
buying elsewhere.

WESTERN AGENCIES CO.
285 Minna St. San Francisco, Cal.

"SHAKE" with DURO-LAC

**An Efficient, Emulsified Automobile
POLISHER AND CLEANER**



An IDEA woven in
contents and label
that forces atten-
tion.

Prepare for calls—
you will have them.

We will gladly supply
samples.

Ask your Jobber for
**DURO-LAC
Polish**

—the only source
of supply

International Sales Co.

522-526 West 9th Street
Los Angeles

MANUFACTURERS AND DISTRIBUTORS



LATELY DISCHARGED, JOINS THE HARDWARE ARMY.

Lieutenant A. C. Riddell, lately of the Ordnance Corps, now becomes A. C. Riddell, sales representative of Eastern hardware manufacturers for the territory west of Denver.

Before his enlistment, a director of the Hoffman Hardware Co., jobbers at Los Angeles, Mr. Riddell has had the unique distinction of wearing the chevrons of every non-commissioned grade in his branch of the service.

Although over the draft age and married, Mr. Riddell enlisted early in 1918 as a private. He was successively promoted to private first class, corporal, sergeant and ordnance sergeant. The latter is next to the highest non-commissioned grade in the United States army and the highest in the Ordnance Corps.

Later came the next step, to a commission, and Lieutenant Riddell was stationed on active field duty at Penniman, Va. Except for the two short leaves he enjoyed, he lived in a tent and slept on an army cot during the entire period of his enlistment. He was discharged in January.

With offices at 24 California street, San Francisco, and in the Higgins Building, Los Angeles, Mr. Riddell is now settled down to his peace-time enterprise. Among the accounts he has are the Slaymaker Lock Co., of Lancaster, Pa.; the National Chain Co., of New York; the Barcalo Mfg. Co. of Buffalo, and several others. Mr. Riddell will sell to the jobbing trade only, and his policy along this line will be very strict.

Coffman & Dunne are increasing their stock and facilities at Mt. Pleasant, Iowa.

Edward Alleman has purchased the W. W. Wheeler hardware stock at Mitchellville, Iowa.

J. H. Seabrook has opened a store at Portland, where he will handle parts and repairs for all makes of stoves.

O. F. Kleinhans has purchased the hardware and implement stock of J. L. Miller, of Secor, Ill., and will add to his stock.

Roy O. Hale has disposed of his business at Bear-
don, Ark., to Snow & Hubbard Hardware Co., and they will carry full lines of hardware, implements, house furnishings, accessories.


DU PONT AMERICAN INDUSTRIES

Cash in on the Tar Season

There will be more freshly tarred roads—the bane of every motorist—in 1919 than ever before. With resumption of state and national highway construction four ordinary seasons of road building and repairing will be crowded into one.

The demand for

PONTOKLENE
TAR and GREASE
REMOVER and CLEANER

the tar remover without a rival will break all records.

Our extensive national advertising and our free sample distribution through dealers means increased sales and profits for every Pontoklene dealer.

Are you prepared to cash in on this opportunity?

Write our nearest office for free sample and the details of our liberal dealers' proposition.

The tar season will soon be here. Do not delay. *Write today.*

Dupont Chemical Works

Owned and Operated by E. I. du Pont de Nemours & Co.,
WILMINGTON DELAWARE

BRANCH OFFICES

San Francisco
830 Mission St.

Chicago
McCormick Bldg.

Columbus
4th & Long Sts.

New York
120 Broadway

Boston, Harvey Bldg.
Chauncey and Bedford Sts.

PRINCIPAL DU PONT PRODUCTS

For information address Advertising Division, Wilmington, Del.

CHEMICALS, LACQUERS, ENAMELS, PIGMENTS, COLORS IN OIL, DYE-STUFFS, PAINTS, VARNISHES, STAINS, FILLERS, PYROXYLIN, PLASTICS, LEATHER SUBSTITUTES, CLEANABLE COLLARS AND CUFFS, EXPLOSIVES



GET ACQUAINTED WITH LONG HENRY

Designed to give the Ford car the **most durable and efficient Spark Plug** that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

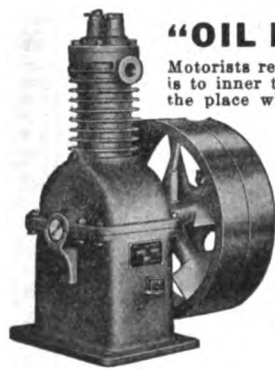
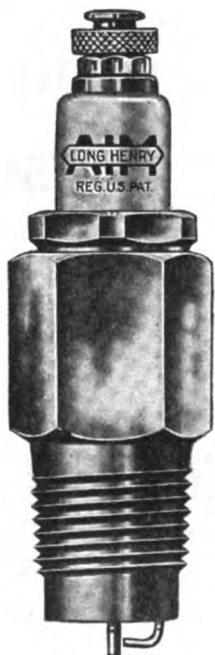
Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"

**AUBURN IGNITION
MFG. CO.**

AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

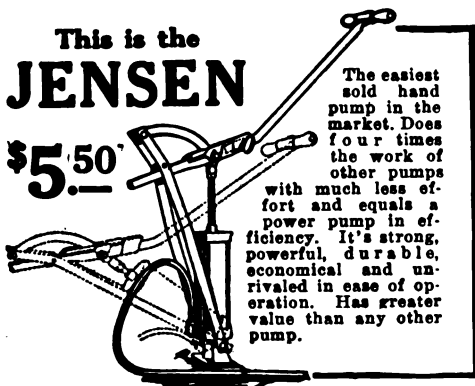
CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

This is the
JENSEN

\$5.50



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois



EDUCATING FARMERS TO USE CORK INSERT

Advertisements illustrated by sectional views, such as shown herewith, are being used in farm papers to educate owners to the use of Cork Insert Transmission Linings.

Investigation proved that thousands of Ford owners barely knew that their Fords had a transmission and had no idea of what actually took place when the brake or speed pedals were worked.

When the brake needs fixing, as the farmer terms it, he goes to the repair or garage man and leaves the car. When he gets it back he knows that some mysterious transformation has taken place and that the brake is much improved, but he does not know that the transmission lining has been renewed.

Hence this educational copy and illustration matter which tells the Ford owner just the part Cork Insert plays in making his Ford work smooth and making his brake safe.

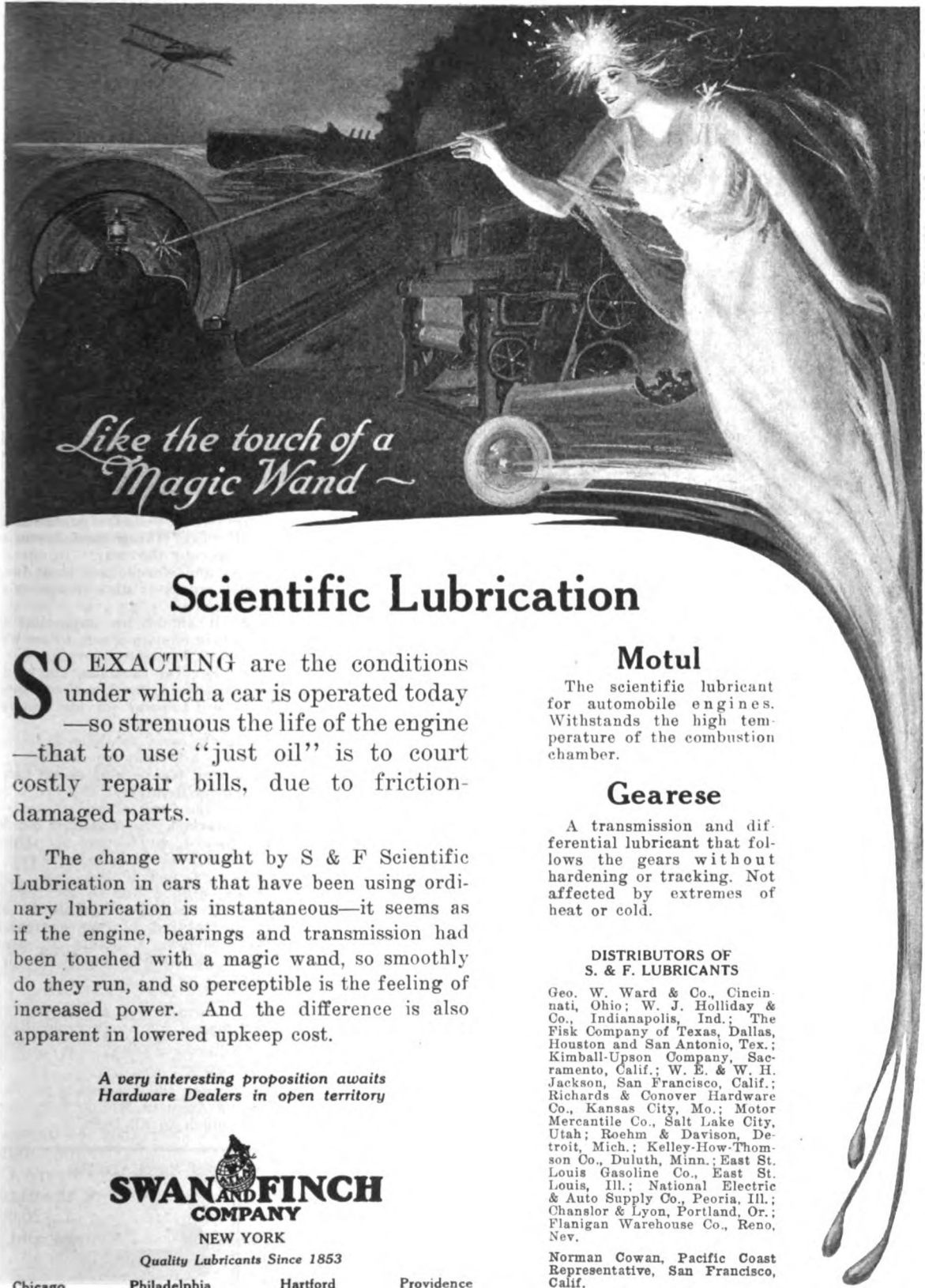
SOUTHERN CALIFORNIA ASSOCIATION MEETS APRIL 16

April 16 has been announced as the date for the long-postponed meeting of the Southern California section of the California Retail Hardware and Implement Association. Ordinarily this meeting is held in November, prior to the more general conference of the Association at San Francisco. The war and influenza combined to upset the routine this year, until this late spring session is the result.

The meeting will be held in Los Angeles, at the Hotel Alexandria, and will undoubtedly be well attended, as it deserves to be. It will be an important meeting.

George Hazer and R. B. Hazer, co-partners doing business at North Bend, Oregon, under the firm name of Hazer & Son Hardware Co., have incorporated under the name of the Hazer Hardware Co., with a capitalization of \$20,000, the incorporators being Messrs. George and R. B. Hazer and Mrs. George Hazer.

Facts are not stubborn things. It's the man who won't recognize them that is stubborn.



Like the touch of a Magic Wand ~

Scientific Lubrication

SO EXACTING are the conditions under which a car is operated today—so strenuous the life of the engine—that to use “just oil” is to court costly repair bills, due to friction-damaged parts.

The change wrought by S & F Scientific Lubrication in cars that have been using ordinary lubrication is instantaneous—it seems as if the engine, bearings and transmission had been touched with a magic wand, so smoothly do they run, and so perceptible is the feeling of increased power. And the difference is also apparent in lowered upkeep cost.

A very interesting proposition awaits Hardware Dealers in open territory

SWAN AND FINCH COMPANY
NEW YORK
Quality Lubricants Since 1853

Chicago Philadelphia Hartford Providence

Motul

The scientific lubricant for automobile engines. Withstands the high temperature of the combustion chamber.

Gearese

A transmission and differential lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.

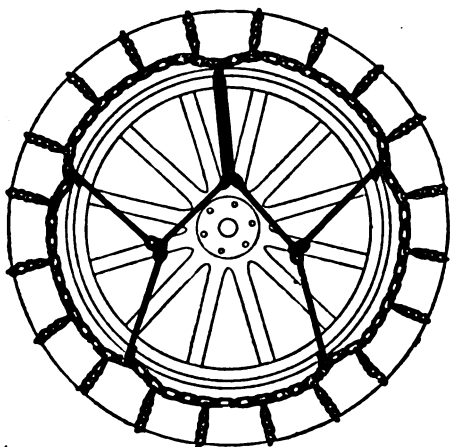
DISTRIBUTORS OF S. & F. LUBRICANTS

Geo. W. Ward & Co., Cincinnati, Ohio; W. J. Holliday & Co., Indianapolis, Ind.; The Fisk Company of Texas, Dallas, Houston and San Antonio, Tex.; Kimball-Upson Company, Sacramento, Calif.; W. E. & W. H. Jackson, San Francisco, Calif.; Richards & Conover Hardware Co., Kansas City, Mo.; Motor Mercantile Co., Salt Lake City, Utah; Roehm & Davison, Detroit, Mich.; Kelley-How-Thomson Co., Duluth, Minn.; East St. Louis Gasoline Co., East St. Louis, Ill.; National Electric & Auto Supply Co., Peoria, Ill.; Chanslor & Lyon, Portland, Or.; Flanigan Warehouse Co., Reno, Nev.

Norman Cowan, Pacific Coast Representative, San Francisco, Calif.

SCIENTIFIC LUBRICANTS FOR SCIENTIFIC LUBRICATION

Merchant's Anti-Skid Chain Tighteners



\$1.00 a Pair

Sells all the year around, and should form a part of the equipment of every car.

The investment is small, and the profit good. Every motorist needs them, and will buy them at this price.

IF DEALER DOES NOT HANDLE, WE SELL THEM DIRECT PREPAID ON RECEIPT OF PRICE.

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale **every time**.

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBER AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. Merchant Corporation
236-238 Emma Street - Syracuse, New York

CLUCKER & HIXSON CO., New York, N.Y.
Sales Agents

LANSING'S FAR-WESTERN MANAGER



This, in a measure, will introduce J. O. Ernsberger, Lansing Company's San Francisco manager. To a great many an introduction is not necessary. Anyone who has met him will readily call to mind his cordial manner and congenial smile.

Recently he made a flying trip to the Lansing, Michigan, factory, which resulted in several carloads of goods getting under way, bound for the far West.

For over a year the company's two factories were virtually under government supervision, and practically everything manufactured was used indirectly to prosecute the war. Hundreds of electric trucks for docks and warehouses in France were shipped, together with scores of dish trucks used in the hospitals and cantonments.

These conditions made it almost an impossibility for the western trade to obtain enough goods to supply their needs. In fact, the seven branches operated were all severely handicapped. Several carloads, the vanguard of the 1919 shipment, have arrived, a great help in reaching the position where pre-war service will be the order of the day.

The San Francisco display room in their building exhibits and demonstrates the different types of equipment, which is an education on trucks well worth anyone's time. Something that will interest the trade is Lansing's new price list, in the form of an attractive little booklet. It has been worked out in greater detail than anything heretofore issued, and covers all items catalogued. Those who handle the "Lansing Line" will appreciate its advantages, and if you have not already received your copy, drop a line to Mr. Ernsberger and he will see to it that one is mailed you.

Among the items manufactured by the company are Electric Trucks, Wheelbarrows, Concrete Machinery, Hand Trucks, Casters, Wood and Steel Wheels, Hand Carts and Scrapers.

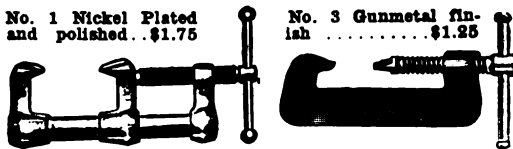
Jens T. Soenksen has moved his stock from Bennett to Tipton, Iowa.

The Moreau Aldrich Co. are the successors to the business of C. L. Aldrich at Augusta Mich. They are planning to increase their stock in all lines.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished...\$1.75

No. 3 Gunmetal finish
.....\$1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

In the days of the First Steam Engine



JAMES WATT

Inventor of Modern Steam Engine. Born 1736 — Died 1819

Here was an Englishman of unquenchable curiosity—an instrument maker who early realized that efficiency lies chiefly in the avoidance of wasted energy. His first great improvement in the steam engine had to do with reducing the loss of wasted heat energy in the cylinders.

CONDENSATION, Expansion—concentration, extension—that is the reciprocating idea that underlies efficiency in the steam engine—in all industry.

The concentrated excellence of Royal Wiping Waste—its supreme absorbency—results from scientific selection and combination of uniform raw materials. Each handful can be “extended”—turned inside out and repeatedly re-used, just as steam is re-condensed, re-expanded and re-used in a series of cylinders.

This uniformity of Royal quality, the substantial saving on the 6% limit of “tare” (wrappings); the even weight and extreme refinement—all these Royal features are standardized and guaranteed.

Any waste consumer who agrees to the foundational idea of standardization-for-certainty is invited to ask his jobber or us for the Royal Sampling Catalogue of the 12 Standardized Grades of Royal Cotton Waste.

Our Trade-Mark—Your Guarantee.

ROYAL MANUFACTURING CO

General Sales Offices and Plant
RAHWAY, N. J.

New York Office . . . 2 Rector Street
Chicago Office . . . Peoples Gas Building
Pittsburg Office . . . Oliver Building
St. Louis Office . . . Pontiac Building
Boston Office . . . Rice Building
San Francisco Office, Wells Fargo Bld.



Trade Mark Registered, U. S. Pat. Office

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

Universal Transmission Lining for Ford Cars

That Package contains the three proper lengths, in exactly the right width and thickness for the Ford Transmission—and all rivets required, ready for use.

Show it to most any Ford owner whose transmission needs replacing and he'll quickly see the advantage of doing this easy job himself—instead of paying high rates per hour.

The quality of Universal Lining is universally admitted. Made by the makers of the celebrated "S-M-C" Asbestos Brake Lining—is compactly woven—grips like a bull-dog. Treated with the improved Universal compound which makes it more water-proof, more oil-proof and more slip-proof than any other cotton lining. Absolutely chatterless, as quick as it is quiet—dependable always.

As easy to sell as a package of tacks—and far more profitable.

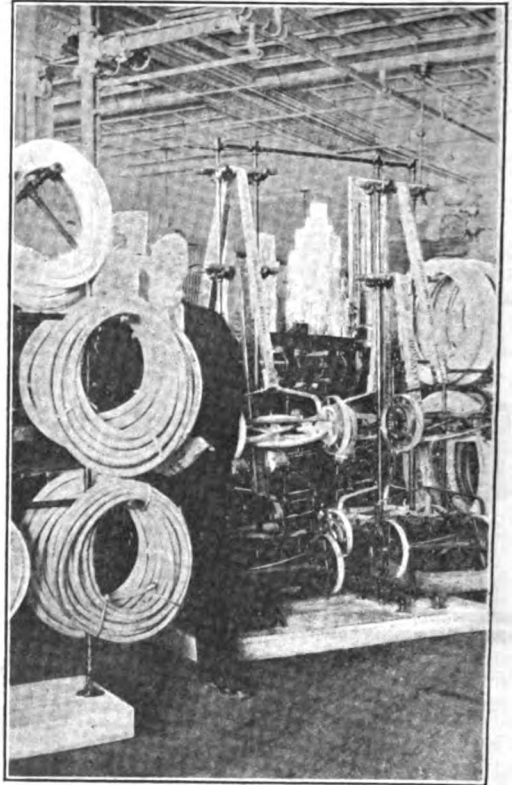
Write today for our quantity prices to the Hardware Trade on Universal Sets and on brake and transmission linings in rolls.

STAYBESTOS MFG. CO.

The "Modern" Factory, equipped to make all types of brake lining and all widths up to six inches. 5547 Lena St., Philadelphia, Pa.

\$1.25

COMPLETE



LAWN MOWER DISPLAY STAND

One of the most economical in price, as well as in construction and in space-saving, is that used by the Z. C. M. I. Company, of Salt Lake, Utah, who are one of the largest factors in hardware and household furnishings in the West.

This stand is made of ordinary pipe and was constructed by Wilford Peterson, who, by the way, is quite a genius in making such display stands and racks.

It shows at a glance the various styles of lawn mowers which are easily taken down for inspection by the customers and it has the added feature of being a display stand as well as an economical method of utilizing space. It also makes an ideal garden hose rack.

ROCHESTER CAN COMPANY'S NEW CATALOG

The Rochester Can Co., New York, are distributing their catalog F 918, and their price list showing their line of Ironhorse Brand Metal Ware.

This catalog gives information that merchants and buyers will find available for ready reference.

They will be glad to send this catalog and other descriptive matter to any of our readers upon request.

Edward J. Muir has taken over the stock of Muir & Gross, Saline, Mich.

The Falk Hardware Co. has purchased a hardware stock at Foley, Minn., and will handle everything pertaining to hardware, house furnishings, implements and accessories.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

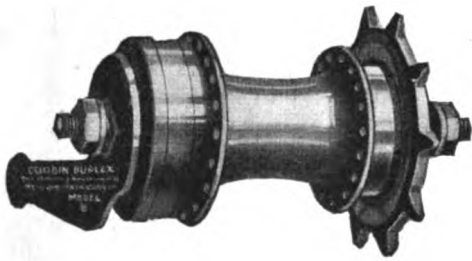
Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD



All Set for Big Bicycle Brake Business

Are you ready for the stream of brake buyers already beginning to form in all corners of the country? Are you in shape to give 'em what they want—the

Corbin Duplex Coaster Brake

All the power, control, durability, wear-defiance, trouble-free service, and dependability that can be built into a coaster brake are combined in the 1919 Corbin Duplex.

This season, above all others, will be a pacemaker in point of brake sales. That means money—**big** money—for you under the arrangements we have perfected for 1919. Climb aboard **now**—an early start makes business volume something more than “just so-so!”

*Send for 1919 Catalog
and selling particulars*

CORBIN SCREW CORPORATION

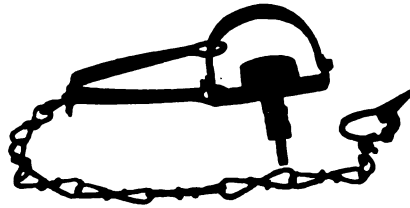
American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

*“Also makers of Corbin-Brown Speedometers
for Automobiles and Trucks”*

THE NEW VICTOR GIANT TRAP



The success of the Double Grip Victor Game Trap, manufactured by the Oneida Community Ltd., has created such a demand for

wide-spreading, high-catching Victor Trap with single jaws that the manufacturers have brought out a new trap, known as the Victor No. 1 Giant.

By reason of the wide-spreading jaws, this trap catches far up on the animal's leg, the strong tested spring rising high on the jaws. The great advantage which is claimed for the Victor No. 1 Giant over ordinary traps of this type is that the entire trap is built proportionately larger to take care of the additional jaw spread. The pan and dog are wider and heavier, the chain larger and the spring faster. The trap is also equipped with an improved swivel at the point where the chain connects with the spring and possesses all of the regular Victor improvements, such as the non-freeze, non-clog “Hump-cross” and direct pan fastening.

This new design sells to the dealer at \$2.02 per dozen and may be had in the bushel basket pack now so popular with progressive retailers.

ANTICIPATE BIG ACCESSORY YEAR

Charles Ilfeld Co., Los Vegas, New Mexico, are exclusive distributors in their territory for Tires, Tubes, Piston Rings, Hercules Spark Plugs, Rose Tire Pumps, Veedol Lubricants, in fact they carry various lines of auto accessories, as well as a large and most complete stock of hardware.

Being located on the Santa Fe Trail, their dealers have a good business in the accessory line.

They are looking forward to a much larger business for 1919 than 1918. Their accessory business of course depends a great deal upon the amount of tourist travel, but they have every indication to believe there will be a large increase this season.

It is reported that Mr. Berry has disposed of his hardware interests at Murrietta, Cal., to a Mr. Hitt.

S. W. Johnson, Roseville, Cal., has sufficiently recovered to be able to attend to his harness business.

Knut Hong and W. O. Bilstad has purchased the stock of the Quality Hardware Co. at New York Mills, Minn.

WHO ISN'T INFLUENCED BY ADVERTISING?

Occasionally you meet the strong-minded person who makes the statement that he or she is not influenced by advertising—in fact, they never read the ads.

You'll find that these people who never look at the ads are better acquainted with the goods which are widely advertised than they are with any other kind.

It's characteristic of the people in this country to want things. We are constantly striving to better our condition, at home and otherwise.

What Millions Want You Can Afford to Sell

THIRTY-ONE national magazines, reaching millions of wired homes, will month after month carry the message of the Benjamin Two-Way Plug. Thirty-one periodical sales talks will send millions of buyers to stores like yours—many to buy three plugs at a time. Only the degree of your co-operation—your willingness to make these sales—your readiness to keep enough in stock—will determine your share of the profits. The

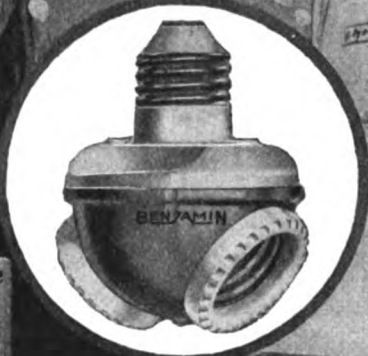


displayed in your windows and on your counters in our attractively colored new cartons will make many sales itself. Further help is provided by our new folders, hangers, stickers, etc. The slogan, "Every Wired Home Needs Three or More," means bigger sales than ever before. The price is an added inducement.

3 for \$3.50
OR \$1.25 EACH

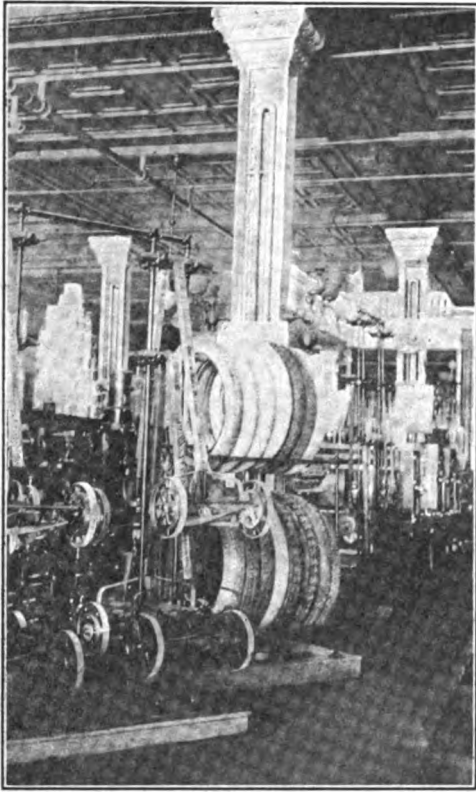
All Two-Way Plug advertisements mention Benjamin No. 2450 Shade Holder and No. 903 Attachment Plug. Stock these also. For further information write our Advertising Department at Chicago.

BENJAMIN ELECTRIC MFG. CO.
Chicago New York San Francisco



BENZAMIN

Makers of Things More Useful



An economical method of displaying tires used by the Z. C. M. I. Company, of Salt Lake City, Utah, reference to whose lawn mower and hose rack is found elsewhere. Credit is due Wilford Peterson for the construction of this space and labor-saving display stand.

RULES OF THE ROAD

Day Time

If one whistle she should blow
To Starboard then your bow must go,
And speeding on across the tide
She'll pass to Port along your side.
If two whistles she should blow
Why then to Port your bow must go,
And if the space is fair and wide
You'll pass along her Starboard side.
From three short blasts 'tis yours to learn
That she is going full speed astern.

Night Time

When both side lights you see ahead,
Port your helm and show your red.
Green to green or red to red.
Perfect safety, go ahead.
When upon your Port is seen
A stranger's Starboard light or green,
There's not so much for you to do,
For green to Port keeps clear of you.

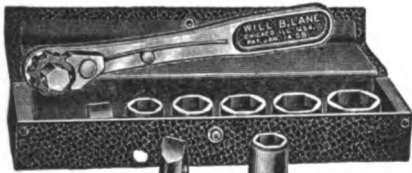
All Time

When in safety and in doubt
Always keep a good lookout;
Strive to keep a level head,
Mind your lights and mind your lead.

It takes a mighty conscientious man to tell the difference between when he's tired and when he's just lazy.

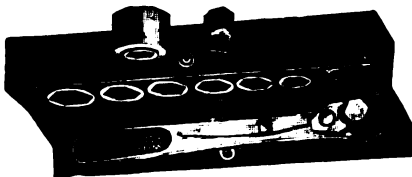
Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set

7-inch Handle, 6 Sockets and Extension Bar.



Standard Set

7-inch Handle, 7 Sockets

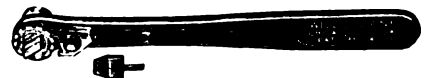
CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set

9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

A READY SELLING HOUSEHOLD ARTICLE

J. B. Timberlake & Sons, Jackson, Michigan, are calling attention to their No. 748 Cold Pack Fruit Jar Lifter or Tongs, electric welded, dip tinned, and made in a most substantial manner.

The heavier the jar the stronger it is held. The feet automatically follow the sides of the jar downward and automatically snap under the bottom. It is impossible for the jar to be released until the tongs of the jar rest on the table or in the boiler.

A blind person can handle jars that are 2 inches under boiling water as safely as can a person with perfect eyesight.

These new tongs are not left in the water during the cooking operation, but are for the purpose of easily and safely handling the jars into and out of the boiler. Therefore, the tongs are always cool. Only one pair is needed, no matter how many jars are to be handled.

This article appeals instantly to the housewife, and is one that is sure to be in increasing demand.

It need only to be displayed to make sales.

J. B. Timberlake & Sons state they have been advised by everyone who has used their tongs that they

are the most perfectly adapted and the best for the purpose on the market.

These lifters are packed one dozen pairs in the package.

They will be glad to give full information to any of our readers upon request.

H. W. JOHNS-MANVILLE EMPLOYEES RECEIVE EXTRA COMPENSATION

Many progressive business organizations have adopted one or another form of profit-sharing plan for employees. Few, however, have shown so great liberality in this respect as the H. W. Johns-Manville Company, miners and manufacturers of asbestos and allied products, who will distribute to all salaried employees—men and women—from heads of branches and departments to office boys, who have been in continuous service for the full calendar year 1918, an extra compensation of 20 per cent on the salaries paid them during 1918.

It has been the custom of the H. W. Johns-Manville Company for some years past to recognize the faithful service of their big business family in this substantial way.

During the past two years especially, the members of this organization, in common with many others, have been working under an exceptional strain, owing to the depletion of their ranks through enlistment and the high pressure of war production.

In appreciation of this fact, the H. W. Johns-Manville Company has at the end of each war-year, 1917 and 1918, set the mark even higher than before—a full 20 per cent of the year's salary.

This extra compensation for 1918 cost the company approximately \$1,000,000.

J. H. Love has sold his interest in the Isle Hardware Co., Isle, Minn., to E. R. Sandstrom.

Mr. Dealer---Have you a copy of this catalog?



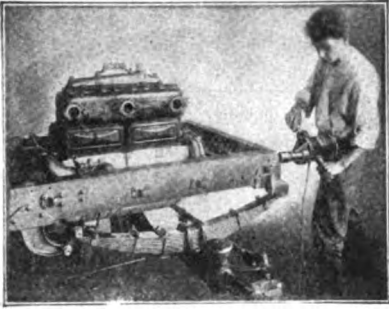
THIS EVEREADY LOOSELEAF CATALOG AND BUYER'S GUIDE is most complete, showing the full line of Daylo Cases, Tungsten Batteries, Automobile Lamps, etc.

This catalog should be in the hands of every hardware dealer as a ready reference and buyers' guide.

On account of the looseleaf feature and the necessity of keeping a record for the purpose of keeping this catalog up to date they are not distributed by our jobbers, but by us direct.

If you are not supplied, write us at once. There's a copy for you.

NATIONAL CARBON COMPANY, Inc.
San Francisco, California



Standard Electric Drill on Automobile Work

Our Hand Drills are made in 3/16", 1/4", 5/16", 3/8", 1/2" and 5/8" sizes. Weight 6 to 20 lbs.



Screw Feed Drill. 3/8" to 1 1/4" sizes.

Every tool we manufacture is Guaranteed for ONE YEAR, both electrically and mechanically. Ball Bearings are Used Throughout.

THE UNITED STATES GOVERNMENT AND FOREIGN GOVERNMENTS HAVE BOUGHT THOUSANDS OF OUR TOOLS.

If you will write us we will gladly tell you of the various classes of work where our tools will soon pay for themselves on account of the time and cost they will save.

Sell "STANDARD" Portable Electric Drills and Grinders

Write Us Today for Our Special Proposition

These are the tools that you **take to the work**—can be attached to any lamp socket. They are great Labor and Time Savers.

PORTABLE ELECTRIC TOOLS GREATLY INCREASED PRODUCTION ON WAR WORK.



THE DEMAND FOR THEM IS GROWING RAPIDLY AND IT IS NOW MUCH GREATER THAN EVER ON ACCOUNT OF THE RESULTS THEY HAVE PRODUCED DURING THE WAR PERIOD.



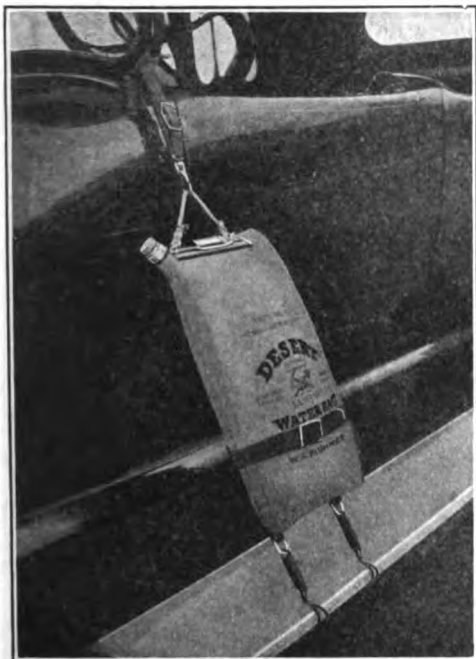
Our Universal Drills and Grinders operate on both alternating and direct current, being perfectly interchangeable.



Floor Grinder

THE STANDARD ELECTRIC TOOL CO.

Cincinnati, Ohio, U. S. A.



New Specialty—In Active Demand
 "DESERT" Water Bag SUPPORTER—
 Supplied to the Trade by Leading Distrib-
 utors. Send for Descriptive Pamphlet.

DEALERS CAN DEPEND
 UPON DELIVERIES

OF

"DESERT" BRAND WATER BAGS

Throughout This Season

Handled by Prominent Jobbers
 Everywhere.

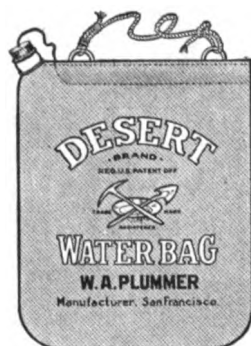
The Manufacturer has the
 Exceptional Advantage of
 an Ample Supply of Im-
 ported Flax Fabric.

Prices Guaranteed Against
 Decline.

Made by

**W. A. PLUMMER MFG.
 COMPANY**

San Francisco.

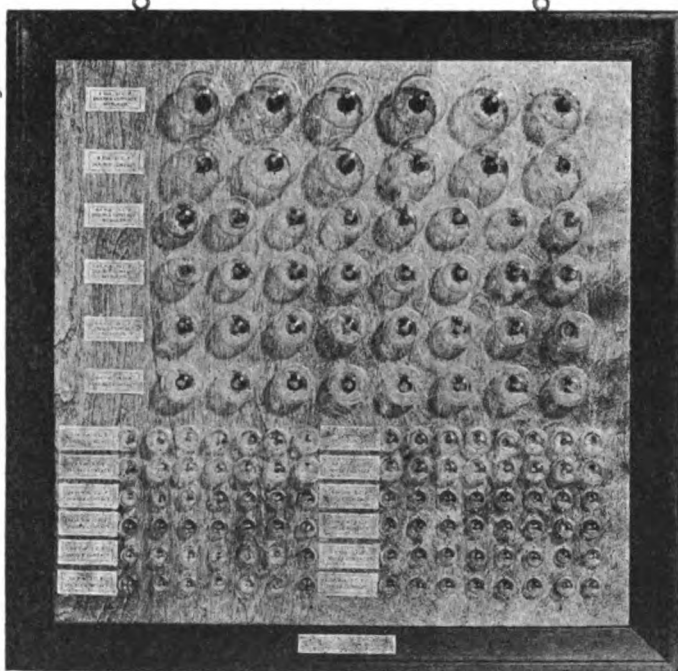


SPECIAL OFFER

This handsome automobile
 bulb board FURNISHED
 FREE to Jobbers and
 Dealers—

WRITE FOR SPECIAL
 PROPOSITION

We carry the largest stock
 of auto bulbs on Pacific
 Coast.

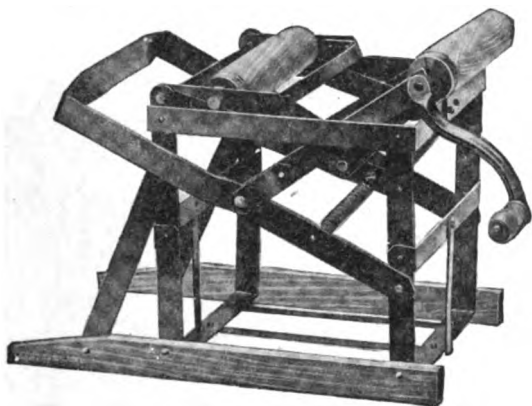


WESTERN AGENCIES COMPANY, 285 Minna St., San Francisco, Cal.

BUFFUM TOOL CO.'S WAR CALENDAR

Dedicated to "the women of our countries," and in tune with the post-bellum reactions of the day, the Buffum Tool Company's 1919 calendar reproduces in color a stirring picture depicting "The Angel of the Battlefields."

Troopers, vividly representing the allied armies, are grouped about the girlish Red Cross nurse in the central background, each paying his heart-felt tribute. Shoulder to shoulder are the Italian Alpini, the kneeling Belgian, the saluting Frenchman, the Highlander, the British colonial, the doughboy, and the gob in America's war-clothes. The angel in white is a visionary figure, kindness, purity and humanity personified. Underneath the picture is the legend, "We all join in giving honor to whom honor is due—the women of our countries!"



Made in Two Sizes.

FOOT PRESSURE WRINGER

The Peter Boller Machine Works, Nos. 122-124 North Curtis street, Chicago, are manufacturing the Foot Pressure Wringer here shown. It has a crank to wring the mop; does not pull or tear the mop to pieces, for the crank turns it out; weighs twenty-two pounds; large space for inserting mop; eight by twelve inches; and a sixteen-quart galvanized or a fourteen-quart horse-pail may be used. It has a continuous steel mop guard which cannot get out of shape and prevents the mop strings from winding on the axles of rollers. Long steel journal bearings, easily oiled. Both ends of each hard maple roller have heavy steel caps to prevent rollers from splitting. Flat steel strip bottom with three-quarters by two-inch maple runners, no nails or screws to mar or scratch your floor. Wide place for foot on lever. Frame securely riveted and not bolted. The frame is made of mild steel electrically welded. They manufacture a wringer similar to this in appearance, but is made of lighter steel strips and therefore weighs but sixteen pounds.



NO. 1 KING ASSORTMENT OF CHISELS

The Washington Cutlery Co., manufacturers of the well known Village Blacksmith line, have placed on the market their No. 1 King Assortment of Chisels, illustrated herewith.

This assortment is a new article with the Washington Cutlery Co., but it has had an unusual sale because of the extremely attractive appearance of the case, having a four-color lithograph label, the convenient way in which the goods are packed, all the goods in the set going on the inside of the box, making one package.

They issue a most convenient form of catalog, especially the pocket edition, which is published so merchants or salesmen may have it at hand for ready reference.

They will be glad to send full information to any of our readers upon request.

The King assortment lists at \$5.40 each, and the tools are in plain sight when taken out of the box and set upright in the cover.

The hardware store of J. S. Werlich, Wapato, Wash., was recently burglarized of a small amount of firearms and ammunition.

The Graham-Boyle Hardware Co. has been incorporated with an authorized capital stock of \$50,000, to do business at Shelley, Bingham County, Idaho.

The Hamilton Hardware Co., Pullman, Wash., have increased their store facilities and floor space by 100 per cent. They are adding materially to their stock.

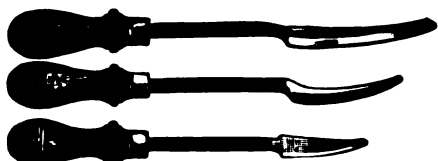
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

With Every Home the Possessor of Bonds, Jewelry and Valuable Papers. You know, MR. HARDWARE DEALER, that you can sell a Safe to nearly every home in your vicinity.

Hardware Dealers who are now handling them have reordered again and again.

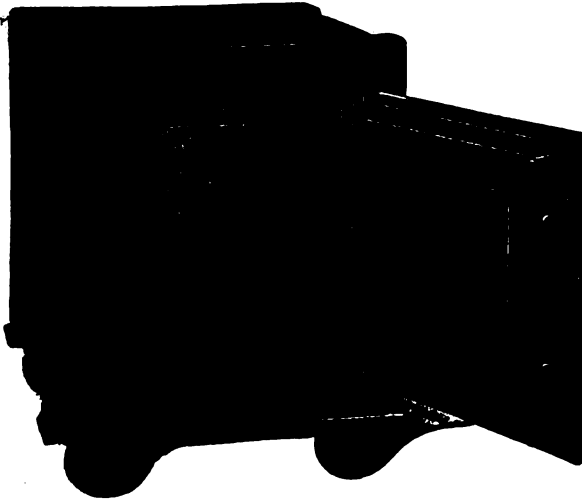
Well Built, Electrically Welded, Fire and Burglar Proof.

Priced so as to sell.

Yes, the discounts are liberal.

You are the logical distributor, so get busy.

Model F, No. 9 \$25.00



	Height	Width	Depth
Outside	16½ in.	12 in.	13½ in.
Inside	9¾ in.	8¼ in.	11 in.
Subtreasury	4¼ in.	4 in.	10½ in.
File Space	5¼ in.	4¼ in.	11 in.
Book Space	9¾ in.	4 in.	11 in.

Approximate Weight, 125 Lbs.

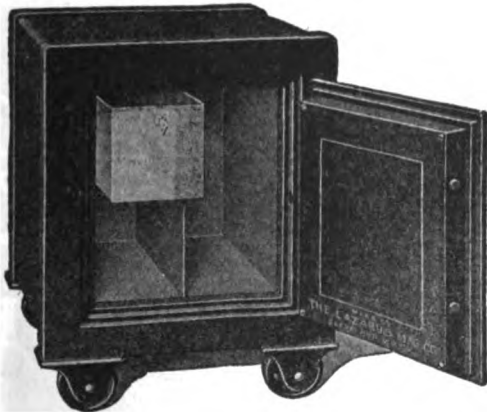
Thickness of Walls, 2 Inches.

Steel Interior Cabinet.

Subtreasury Drawer Removable.

Mounted on easy rolling wheels.

Model E, No. 8 \$20.00



	Height	Width	Depth
Outside	16 in.	10¾ in.	13½ in.
Inside	10 in.	7½ in.	11 in.
Subtreasury	4¼ in.	3½ in.	10½ in.
File Space	5½ in.	3¾ in.	11 in.
Book Space	10 in.	3¾ in.	11 in.

Approximate Weight, 100 Lbs.

Thickness of Walls, 1½ Inches.

Steel Interior Cabinet.

Subtreasury Drawer Removable.

Mounted on easy rolling wheels.

Model C, No. 6, . \$12.00
Model D, No. 7, . \$18.00
Model G, No. 10, . 30.00

Manufactured by

THE LAZARUS MANUFACTURING COMPANY

766-780 PROSPECT AVENUE

CLEVELAND, OHIO



GOLD MEDAL CAMP FURNITURE IN DEMAND

The Gold Medal Camp Furniture Manufacturing Co., Racine, Wis., is once more in position to handle commercial orders promptly and their customers will receive the benefit in quality, price and service that an equipment such as their and more than a quarter of a century of experience can give. "Gold Medal" cots have been the standard of the U. S. army, navy and medical departments since 1898.

They firmly believe that 1919 is going to be the largest "outdoor" year in history, and to assist their dealers in reaping their full share of the profits from the sale of outdoor goods, they are putting on a campaign to educate the public to the many and varied uses of high-grade folding furniture and to the difference between cheap, poorly made articles and real "quality" goods.

The mediums being used in this campaign have been carefully selected to reach all classes of people, and this, together with the selling helps and other co-operation they are prepared to give, should not be overlooked by the dealer.

Their April house organ, The Camper, is full of information for dealers in folding furniture for camp, porch or household use. If you do not receive a copy, write for it.

The Oregon Hardware & Implement Co., Hermiston Ore., are adding to their warehouse facilities in order to carry an increased stock.

FORGES AND DRILLS THAT STAND THE TEST

Special attention is directed to the announcement of Baker, Hamilton & Pacific Co., in our issue this month, who have selected the Buffalo line of forges, drills and machine shop supplies, which they will hereafter sell exclusively throughout their territory.

The Baker Hamilton Pacific Co. and the Buffalo Forge Co. are each to be congratulated upon this selection. The Buffalo line is backed by one of the largest institutions of its kind in the world. In fact, they are the designers and originators of one of the most complete lines that is made.

Each machine has its specific purpose. Its design and construction is the result of years of experience and study. They are built right because they have been developed to meet the actual demands of the trade.

Their various tools and shop equipment possess many points of merit and superiority. Complete stocks are carried, and they are able to make immediate shipment.

They will be glad to send catalogs and descriptive matter to any of our readers upon request.

George Rieber & Son, successors to Henry Levy, Placerville, Cal., are materially adding to their stock of hardware and farm machinery.

The Rittigstein Hardware Co., Oakland, Cal., have disposed of their business, which has been taken over by Irving S. Smith and Walter Sayers, who will hereafter conduct the business under the name of the Smith-Sayers Hardware Co. Mr. Smith was formerly connected with the Pierce Hardware Co., and was later with the Maxwell Hardware Co., with which firm Mr. Sayers was also formerly connected.

QUALITY

ROSE TIRE PUMPS

ROSE

products satisfy
service pleases

OVER 1,000,000 IN USE

J. H. Haney & Co
Hastings Neb
ASK YOUR JOBBER
MFGRS

SERVICE




DU PONT AMERICAN INDUSTRIES

Is this Business Worth Having?

AT REGISTERED trapshooting tournaments alone last year the attendance was 7057 and a total of 5,164,949 targets were trapped. Each target means a shell shot. This takes no account of the attendance or the shells and targets used at thousands of weekly shoots at gun clubs all over the country.

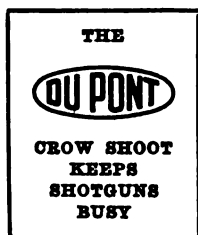
If a gun club in your town has 20 active members, each using an average of 3 boxes of shells once a week, that means a demand for at least 1500 shells every week for trapshooting. In addition there is a regular demand for field shooting ammunition. You will also sell targets, shooting togs, new guns and other shooters' requisites.

Here's How to Get It

Get this business by helping to organize a gun club. Make your store its headquarters for ammunition and accessories. This connection will add to your prestige as the live-wire merchant of your section.

Simplify your stocks. Increase your profits by asking your jobber to order your shells loaded with Du Pont or Ballistite. These brands are the standards. With this simple assortment you can satisfy any sportsman. Shells loaded with Du Pont Powders are easy to sell. Our advertising and promotion work helps you to increase your sales and your profits.

Let us help you organize a gun club in your town. Address



SPORTING POWDER DIVISION

E. I. du Pont de Nemours & Company

Wilmington, Delaware

DU PONT

INCREASING DEMAND FOR SPARK PLUGS



The Tungsten Heavy Duty type is a plug brought out to withstand exceptionally hard usage in tractors, trucks, motorboats and for use in smaller motors where excessive spark trouble is experienced.

There are a great many items in the automotive equipment field that can be handled successfully by hardware merchants. Everything considered, we believe that spark plugs are one of the best items in this line for the hardware dealer. They do not change style nor deteriorate with age. They require small investment and can be turned quickly.

There are hundreds of prospective buyers for spark plugs buying other items in hardware stores every month who would buy spark plugs if the item was brought to their attention.

Tungsten plugs are easy for the hardware merchant to sell on account of their big, sturdy appearance and heavy construction. All Tungsten plugs are packed in individual metal containers, keeping them always in perfect condition, and affording a convenient package for the motorist to carry an extra plug without danger of breakage.

UNIVERSAL SERVICE CATALOG

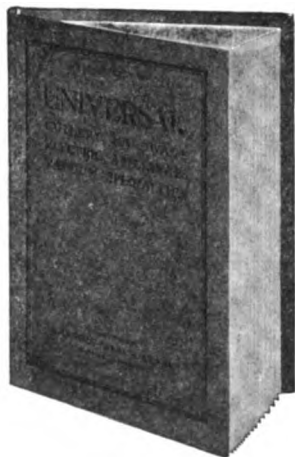
Landers, Frary & Clark, New Britain, Conn., have distributed 30,000 Universal Service catalogs throughout the United States, and if any merchant handling cutlery, hardware, electrical appliances or specialties does not receive a copy, they will be glad to send a copy.

The merchandise illustrated has been selected after careful study of their sales for a number of years back, and only those items are shown which they know are ready sellers and which will turn over quickly, giving the dealer a better profit on his Universal sales.

They propose also to advertise quite extensively throughout the year, offering to merchants every co-operation and facility to help them increase their sales on this well-known line.

No institution goes to greater lengths to co-operate with their distributors than Landers, Frary & Clark, and such co-operation coupled with the merits of their line, as well as the extensive advertising which they do, makes their line a most desirable one to sell.

B. H. Carden has sold his hardware business at Corcoran, Cal., to Horlock & Clow, Hanford. They also operate stores at Visalia and Lemoore, Cal., and the Corcoran branch will be their fourth establishment.



A READY SELLING ARTICLE

Radio-luminous substances have been brought to a high state of perfection during the last years.



Their success has opened a brilliant new field for enterprising manufacturers—a field which has already been strongly invaded by Robt. H. Ingersoll & Brother.

The Ingersoll Radiolite Watch, with its dial that tells time at night, has already achieved world-wide fame. The Ingersoll people are now launching the Ingersollite Locator—a novelty of possibilities as strong as the original Ingersoll article.

The Locator is just what its name implies. It is best described as a thumb-tack with a luminous head. The head is one-half inch in diameter, and well loaded with the luminous substance. At night, its glow is remarkably strong. It shines with a silvery white, and is visible at a distance of 15 feet. Continual use seems to have no effect on its brightness.

The manifold uses of the Locator are at once apparent. Wherever there's something hard to find at night, spot with a Locator. It guides a key-hole, electric switch, match-safe, telephone, bottom step. It warns from trap doors, furniture obstructions—all places where people have been stubbing their toes and knocking their heads.

Articles like the Ingersollite Locator are few and far between in the small-ware field. It has all the force of novelty plus the sales punch of the article of practical usefulness.

NEW BONNEY CATALOG

The Bonney Vise and Tool Works have issued their catalog No. 21, which they consider the most interesting they have ever put out.

They are large manufacturers of wrenches and vises, vises from 1 inch to 5 inches capacity being an important adjunct to their business.

The catalog is arranged so as to identify automotive supplies quickly, using an "Ace" shown on the border of the page to enable buyers to locate the particular lines desired.

They make a specialty of automotive wrenches and sizes both S. A. E. and A. L. A. M., and in the catalog is shown a comparative chart showing the size of an opening that takes a certain size of S. A. E. nut or cap screws.

They claim to manufacture the largest variety of wrenches in the United States, and direct special attention of their special A. L. M. and S. A. E. set No. 32, which takes a wider range of nuts and cap screws than any other automotive set, and is especially valuable to repair men.

They feel especially proud of their Bonney adjustable "S" nut wrench, claiming it is one of the handiest wrenches ever offered to the car owner or repair men.

They will be glad to send copy of their catalog to any of our readers upon request.

S. V. Whitworth has accepted a position as manager of the Hyden Hardware Co., Owensmouth, Cal. He was formerly connected with the Harper Reynolds Co., Los Angeles.

B. G. Allen, secretary and treasurer of the Palo Alto Hardware Co., Palo Alto, Cal., father of Edgar E. and William B. Allen, passed away at his home recently. His passing will be learned of with regret by many connected with the trade, with whom he has been brought in personal contact. He was a native of Utica, New York, born in 1849. He has been active in business and civic life in Palo Alto, Cal., for the past fourteen years. He is survived by a wife and two sons.

A GROWING TRADE MARK



While Mr. Ford Casteel, a young Kentucky timberman, was cutting wood with his Atkins saw on a lumber tract near the little town of East Bernstadt, in the Cumberland mountains, he found this letter "A" perfectly formed, growing in

the topmost branches of a white oak tree. He decided that the great company whose name was on his saw should know that their trade-mark was growing there in the trees of Kentucky, and after climbing the tree he neatly sawed off the emblem and sent it direct to the home office in Indianapolis.

So even the trees are advertising Atkins Saws. In spite of the fact that it was inevitably doomed to make the "supreme sacrifice," this tree had become so convinced of the superior quality of Atkins Saws that it just couldn't help twisting its twigs into the shape of the Atkins trade-mark—AAA—which represents the universal truth—"Atkins Always Ahead." You can see the first "A" entirely grown. Now turn the page upside down and the second "A" appears nearly finished, while the fork on the leg shows where the good tree had already started to get a third "A" "out of its system"—or should we say "into its system?" Certainly Shakespear is well exemplified here, for verily we find "sermons in trees" and "good in

everything," especially in Atkins Saws, whispered the wind as it blew through the branches.

Mr. Casteel proceeded to fell the oak with an Atkins crosscut, claiming that a tree displaying so popular a trade-mark should be cut down only with an Atkins saw—"A perfect saw for every purpose."

LIBERTY SPARK PLUG MAKES FORMAL BOW SHORTLY



From Chicago comes a new spark plug, that not only has the earmarks of a winner but also a reputation of two years' laboratory and road tests behind it, which is quite enviable.

The Casey-Hudson Company, 361 East Ohio street, of that city, who for long years have been known as expert machine and tool manufacturers, are the sponsors of the Liberty Plug. Mr. Casey, president of the company, stated in a recent interview: "The Liberty Plug is not a radical plug. In fact, we have steered clear of that class altogether. We have put one new idea in the plug because for years there has been a tendency to accept that idea as an adjunct to secure a better, bigger and hotter spark at the firing points.

"This idea is a spark gap, or intensifier. Our laboratories and repeated road tests have proved that we are right in adding this feature to the plug, also that we have put it where it logically belongs. The Liberty spark gap is incorporated in the head of the plug. The binding post and brass head are all of one piece of spun brass. With a specially designed machine, we anchor this head to the porcelain. It fits so that a gap of 1-32 of an inch is left between the binding post and the core wire, or center firing points. A breather hole is punched in the brass cap. In this manner the gap, or intensifier, becomes an integral part of the plug, making it fool-proof and positive, and by use of the gap a spark of 27 times hotter is delivered to the firing points.

The body of the plug is consistently well made. Porcelain, the logical insulator, is used, but Liberty porcelains are 10 per cent oversize and withstand the most severe heat we have ever put them to.

"The iron parts are carefully machined and finished rust proof. The wire we use for points is the best that we can buy.

"Throughout the Liberty Spark Plug is the best possible plug we can make."

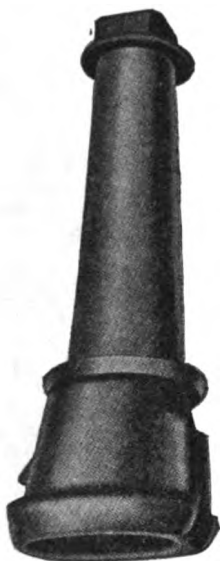
A. G. Anderson, a new hardware merchant at Davis, Cal., is to occupy a building which is being remodeled for this purpose, and plans to install an increased stock.

Omar Fendall, of Newberg, Ore., and Richard Fendall, Portland, Ore., have purchased the hardware stock of Gordon & Gordon, Forest Grove, Ore. Richard Fendall has been connected with R. M. Wade & Co. for some time.

George W. Whitehouse, pioneer merchant of Walla Walla, Wash., has disposed of his interest in the hardware business of Whitehouse-Drumheller Co.

Twitchell-Dickinson Co., West 1223 Sprague avenue, Spokane, Wash., have an electrical repair equipment, which they are operating in connection with their accessory business. The company is controlled by C. W. Twitchell, William Dickinson and R. O. Belshaw, who report a very satisfactory trade outlook.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

NEW LINE SOCKET WRENCHES

C. N. & F. W. Jonas, representatives for the American Grinder Manufacturing Co., of Milwaukee, Wis., are introducing a new and complete line of socket wrenches used on automobiles, trucks, tractors and for general garage and machine shop use.

The Jonas Bros. are already quite well known to the trade, buying this line of wrenches. It will be remembered that they have been connected a number of years with the Walden-Worcester people, whom they represented in twenty-eight states west of the Mississippi and north of the Ohio River.

Their desire to continue in this line caused them to make arrangements with the American Grinder Manufacturing Co. to manufacture socket wrenches on a bigger scale than was ever attempted heretofore, and accordingly the Milwaukee concern converted their entire original building, covering 45,000 square feet, to the making of Blackhawk wrenches. The changes were of a sweeping character. New automatic machines have been installed which will perform work that was formerly done by hand. The Parker rust-proof process was also installed for the finish of all Blackhawk wrenches, which gives them an appearance somewhat appropriate to the name.

The American Grinder Manufacturing Co. are noted for their self-oiling tool grinders. The manufacture of this article has been transferred to another building, where they will continue making this well-known self-oiling tool grinder.

The name "Blackhawk" for this wrench we think rather well chosen, and if the wrenches will gain the popularity of its namesake, the old Indian Chief, of whom it was said that "he was spoken of as much as the weather," they can be happily congratulated.

A number of new style wrenches are featured which should meet with general favor.

C. N. & F. W. Jonas have offices in Chicago, Los Angeles, San Francisco, and Seattle.

ANNUAL BANQUET OF P. & F. CORBIN CLUB

The eleventh annual banquet of the P. & F. Corbin Foremen's Club was held recently in Hartford, the guests being carried in from New Britain in two large special trolley cars which left at 7 o'clock from the family entrance. The tables were laid in the banquet hall at Bond's, and were so arranged that the center of the room was left for the entertainers. Ferns and carnations decorated the tables, and at each guests' plate stood a facsimile two-inch shell containing an ash tray formed from a hand grenade, both the tray and its container being of the company's manufacture. The elaborate menu card was produced in the company's print shop from designs furnished by its artist, and a Corbin song sheet gave the text for the songs for which Costello's Jazz Orchestra supplied the music. Four lady entertainers from New York danced and sang between the courses.

There were about a hundred present—club members, a few ordnance officers who had been stationed in the Corbin plant, and Mr. W. C. Stephens, of Chicago, manager of the company's Western office.

It was half past ten before the coffee and cigars made their appearance, and Toastmaster Geo. L. Loomis, president of the club, called upon General Manager C. B. Parsons for an address. Mr. Parsons, after a few words of appreciation of the good taste and ability displayed by the banquet committee, spoke in effect as follows:

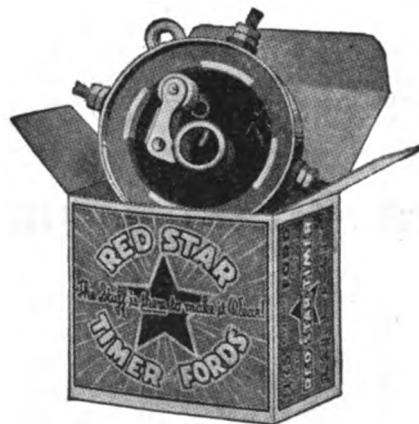
"I feel that this occasion formally marks the close of our war effort and the return to peace conditions, and I know you are all glad to go back to the regular business of the company. The pleasantest part of the reconstruction is to come, and we will all work just as earnestly in bringing every department to a high peace-time efficiency as we did to produce

material to help win the war. That we did well in helping the government in its time of need is acknowledged in letters we have received both from the ordnance officials in Bridgeport and direct from Washington. These ordnance service flags which decorate the walls tonight testify that more than 50 per cent of our production was war product, and at the time of signing the armistice fully 75 per cent of our output was munitions of war. We who stayed at home have done our share, and I want to express the company's thanks to you for your part in making our record a commendable one. I also want to say just a word of appreciation of the men who went into the service and are now coming back to us. We are proud of them and what they have done and are glad to feel that through them our organization has had a representation in the fighting forces."

Mr. F. C. Hausman, superintendent of production, followed. In a short speech, he spoke of the eagerness of the men to have a part in the company's war work, rendered a tribute to their patriotism and their devotion to the company's interests, and made an inspiring appeal for even higher standards of economy in producing quality of goods and promptness of delivery.

Messages were read from Factory Manager James R. Fletcher, detained at home by a slight illness; Samuel R. Clark, a veteran in the company's service, and Captain W. R. Trask, formerly connected with the company.

RED STAR TIMER CARTON IS BIG WINNER



During the last thirty years there has been a big demand for Red Star Timer cartons, states Mr. C. B. Johnson, general manager of Auto Components, Inc., Chicago, makers of Red Star Timers.

From one dealer, who ordered a generous supply of timers, there came a request for one hundred empty cartons and display cards. Upon inquiry, the following letter came from the dealer and is quoted in part:

"There seems to be a tendency among manufacturers to slight the looks of cartons that hold their goods. Some of them are atrocious. It is very hard to get material for a proper window or counter display at the best, because the ordinary package is anything but attractive.

"So when a snappy carton like the Red Star carton comes along, we feel like welcoming it with open arms and out here we are going to display it all over our store.

"Good-looking cartons help sell goods."

E. J. Carter, manager of the Carter-Reynolds Implement Co., Livingston, Mont., reports a most successful year's business. This is a branch of the Renwick Implement Co., Billings, Mont.

VOSS Washers

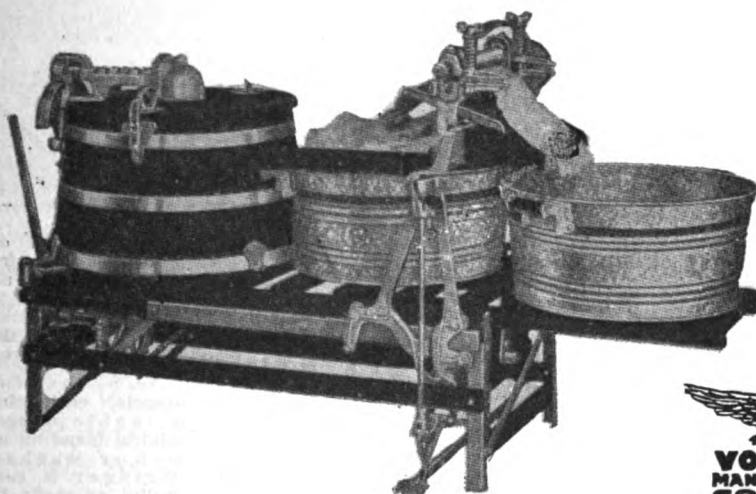


THE time is opportune for Dealers to acquire the Voss Line. Territory is being allotted NOW to live, progressive business firms who sense the value of a superior product backed up by the most liberal form of creative help to Dealers it is possible to devise.

The VOSS DEALER represents the oldest line of washing machines in the world; washing machines which are known to the households of the land as the most substantial, effective and complete equipment. There is a VOSS washer to meet the individual requirements of every home, and the VOSS Service includes a **book of Practical Information for Dealer and Buyer**, so buyers may select the equipment best suited for their particular needs. Electric, Belt Power and Hand Power Washers of pronounced design and possessing the exclusive Voss features of construction, which are the development of over 41 years of washing machine building.

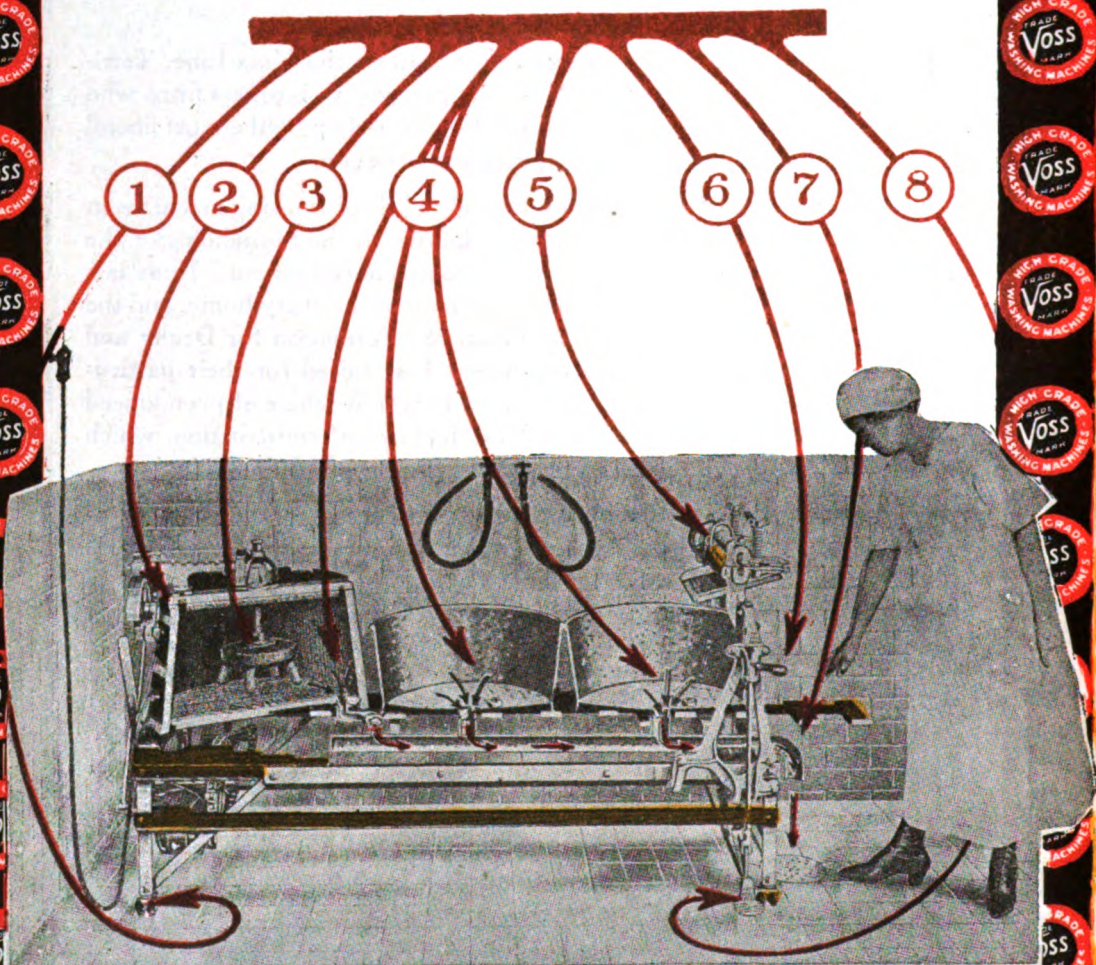
The VOSS Line is a valuable one to handle, because of the character of the machines alone; but considering, in addition, the VOSS CO-OPERATIVE DEALER PLAN, which creates demand for these washers right in the Dealer's home community, there appears even stronger reasons why it is more profitable to become the EXCLUSIVE VOSS DEALER.

WE WILL SEND FULL DETAILS UPON REQUEST



**VOSS BROS.
MANUFACTURING
COMPANY
DAVENPORT
IOWA**

Voss Washers



No. 1—Heavy casters of double roller type make it possible to move the washer to any position without effort.

No. 2—The tub is

made of 1½-inch staves, much heavier and more durable than ordinary tubs.

No. 3—The dasher block is especially constructed to stand long wear, and automatically adjusts itself to the size of the load.

No. 4—All three tubs are self-draining, as shown. The spouts are placed in

the bottom, so all the water flows off.

No. 5—The wringer equipment is the improved Voss sliding reversible type, with tilting drain board. Has instant lever release.

No. 6—Hand control lever, by which wringer is started, stopped or reversed at the will of the operator.

No. 7—Outlet of drain pipe, carrying the water from all three tubs direct to the drain in the floor. This is one of the many Voss features.

No. 8—Voss foot treadle, completing a double wringer control found on no other washer. Wringer is controlled as easily by the foot as the hand.

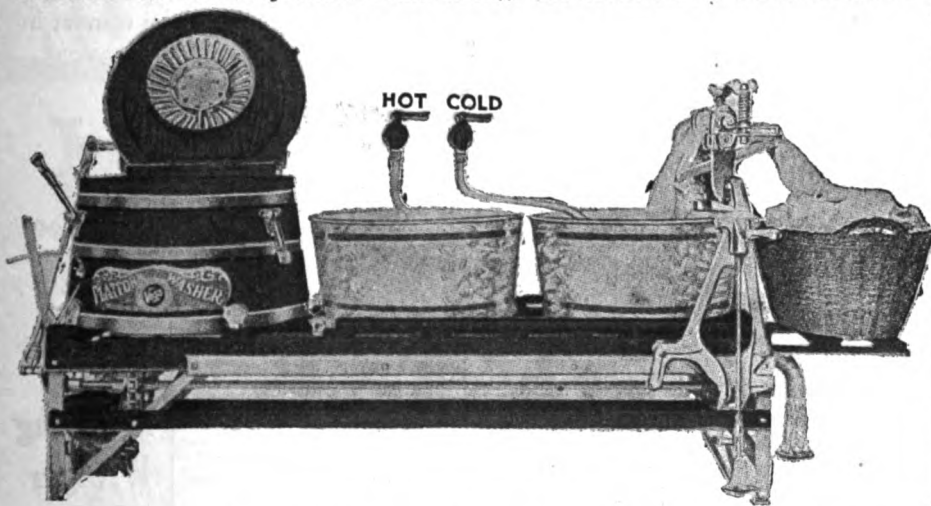


VOSS Washers



THE features of the VOSS TRIPLE TUB WASHER, the most complete and highly developed washing machine on the market, are outlined with the cross-section view on the opposite page. Appreciate fully the sales possibility of such an equipment—the interest it will create among your trade and the new customers it will bring to you. The people of your community are going to know all about this latest and best of washing machines. The VOSS DEALER is going to get the profit from the business thus created.

This new TRIPLE TUB Washing Machine is the creation of men who have spent their lives in the building and perfecting of clothes washing equipment for the home. It is a fitting tribute to their efforts—a washing machine that not only washes and wrings the clothes in a more effective



and simple way, but one that even does away with the work of lifting the water or tilting the tubs. All three tubs are a connected unit and are SELF DRAINING, as shown. There is nothing in the washing machine field to compare with the VOSS TRIPLE TUB WASHER. There is no substitute for it—a complete washing machine in a class by itself. Compare the many VOSS features carefully and you will realize that the VOSS Line, which includes such a complete line of electric, belt power and hand washers, is THE profitable one to sell.

FULL INFORMATION UPON REQUEST



Voss Washers

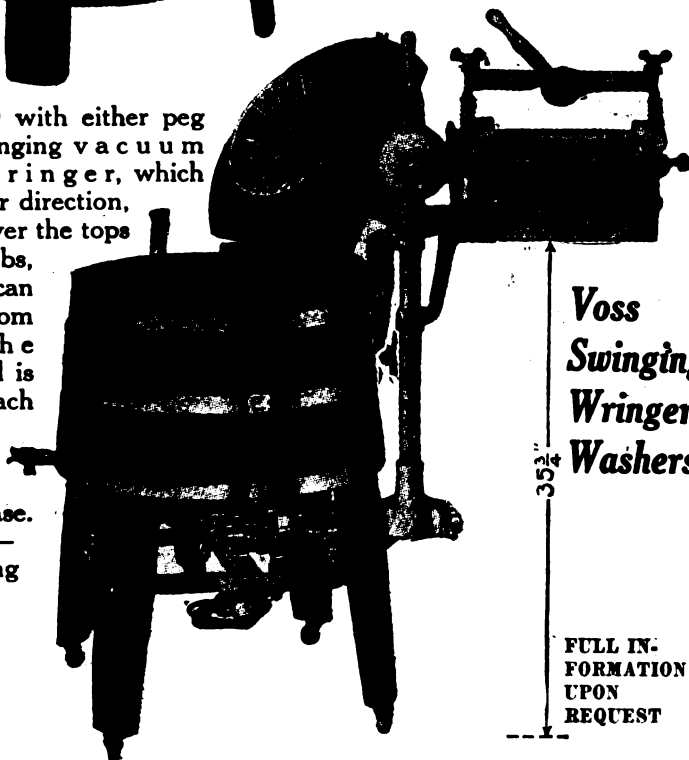


Sunshine Hand Washer



EASIEST running lever type hand washing machine made. This is the one hand washer that can be operated just as easily sitting as standing. So perfectly balanced and with such smooth mechanism, a child can operate it without difficulty. Has our exclusive one-piece metal wringer box, which will not warp, rot or come apart at the joints. Built very strong throughout to give the utmost in service

FURNISHED with either peg or our plunging vacuum dasher. The wringer, which swings in either direction, passes freely over the tops of stationary tubs, so the user can wring to or from any tub. The wringer control is within easy reach of operator at all times, and wringer has a safety release. Strongly built—superior working mechanism.



Voss Swinging Wringer Washers

FULL INFORMATION UPON REQUEST

VOSS BROS.
MANUFACTURING
COMPANY
DAVENPORT
IOWA



MACHINISTS' DATA BOOK ISSUED BY L. S. STARRETT CO.

For the convenience of the expert machinist who often wants certain shop information and data not easily remembered and seldom easy to find when needed, the L. S. Starrett Co., of Athol, Mass., has just published Volume II of the Starrett books, "The Starrett Data Book for Machinists." To insure its covering the field thoroughly the Starrett Company secured as editors Prof. H. P. Fairfield, of Worcester Polytechnic Institute; N. J. Bethel, production manager of the Taft-Peirce Co.; N. H. Edge, factory manager of the Locomobile Co., and J. C. Spence, Superintendent of the Norton Co., and through their cooperation have been able to include practically all of the information, formulae, etc., essential to good shop-practice, as found in the different classes of work produced in the several plants under the direction of the collaborating editors and have avoided the elementary and theoretical matter which is of little or no value to a practical man. The new book, like Volume I, "The Starrett Book for Machinists' Apprentices,"

now in its thirty-fifth thousand, is of convenient pocket size, bound in red Athol leather and is offered for examination, or for sale at 50 cents per copy, at hardware dealers handling the Starrett line of tools.

The Starrett Data Book contains 180 pages of tables and rules, data, etc., is freely illustrated with line drawings, carefully indexed, and presents in a convenient form the information that the practical, expert machinist so frequently requires. It is divided into twenty-one general heads, the page references in the index showing a total of over 500 subjects treated, the information being given in the form of tables, formulae and charts and is confined wholly to the practical phases of everyday machine-shop practice, on the assumption that the men who will use the book are experienced men, familiar with their tools and shop methods and beyond the need of explanatory and elementary matter. Among the general subjects treated are: Laying out, screw machines, heat treatment of steel, threads and screws, gears and gearing, lubricants, grinding, belting and shafting, milling, tapers, taps, turning and boring, etc.

All Garages should use them! ROMORT SPECIALTIES



Style B

ROMORT AUTOMATIC AIR VALVES
stop the waste of "free air" which costs you real money. A guaranteed device that will stand the hardest usage.



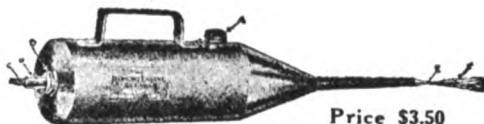
Style A

Air is released only when valve is pressed onto the tire.

Style A, list price.....\$3.00
Style B, list price.....\$1.00

All Jobbers Carry ROMORT SPECIALTIES

Manufacturers
ROMORT MFG. CO.
OAKFIELD, WIS.

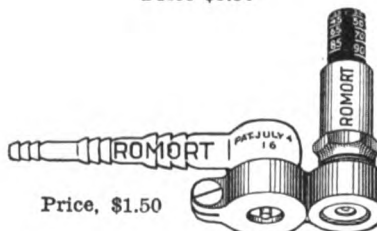


Price \$3.50

ROMORT ENGINE CLEANER

Has no equal for removing dirt and grease from automobile engines. Does its work quickly and thoroughly. Easily operated.

Price \$3.50



Price, \$1.50

ROMORT TIRE TESTER ATTACHMENT

holds your gauge to our air valves.

Sales Dep't,
The Zinke Company,
1323 S. Michigan Ave., Chicago

Business Opportunities

PLUMBER AND TINNER WANTED

Steady job for a thoroughly reliable man. For full particulars address "Idaho," care **HARDWARE WORLD**.

Established Broker, calling on hardware jobbers and large retailers of Pacific Coast, would like additional lines. Best of references. Address "A. B.," care **HARDWARE WORLD**.

FOR SALE

New Perfection and New Process Oil Cook Stoves at less than cost. Ira F. Richardson, 2606 E. 31st St., Kansas City, Missouri.

FOR SALE

Hardware stock located in Tacoma, Wash., old-established business, fine opportunity. Address inquiries to B. M. A., care **HARDWARE WORLD**.

FOREIGN TRADE

Student would like to join a manufacturing concern that is thinking of entering the foreign export business. Address "H. X. F.," care **HARDWARE WORLD**.

FOR SALE

Clean Hardware stock. Doing fine business. Splendid town and fruit country. San Joaquin Valley. Invoice about \$22,000. For particulars address "W. C.," care **HARDWARE WORLD**.

FOR SALE

Four sections up-to-date hardware fixtures, crated and ready for shipment. In good condition. Photograph will be furnished. First National Bank of Alger County, Munsing, Mich.

FOR SALE

Only Harness and Auto Repairing Shop in small interior town, on State Highway. Good business for right man. Pays from \$20 to \$40 per day. Will sell for cash as per invoice. Reply Box X, care **HARDWARE WORLD**.

I WANT TO EXCHANGE

resident property in San Diego for small hardware or sheet metal shop, or both, in Southern California. Address "N. J.," care **HARDWARE WORLD**. Method of displaying tires used by the

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years' of age. Married. Address "T. A.," care **HARDWARE WORLD**.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

LIVE WIRE

Young man in charge of Supply Division for three years issuing and purchasing all kinds of hardware, desires to go on road for some reputable manufacturing concern. Harry J. Jerome, 184, Liberty St., Lowell, Mass.

FOR SALE

A good growing hardware business in the choicest part of the West, where prices are good and the future the best. Partnership the reason for selling. About \$10,000 required. Address "L. & S.," care **HARDWARE WORLD**.

WANTED

A young man who has had practical work as assistant or understudy to experienced general hardware catalog compiler. Permanent position if services are satisfactory. Address "S. P.," care **HARDWARE WORLD**.

Offer for sale to substantial firm patent on superior, folding saw-clamp every carpenter wants. Also entertain bids for manufacture. Also offer Patent No. 1,274,668, basic for potato and vegetable peeling brush of rich possibilities as household specialty. Ernest Potts, 1569 East Everett, Portland, Oregon.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WE WANT TO BUY

A hardware store in California, Oregon or Washington. Give full particulars as to location, amount of sales, investment required, condition of building or lease, nature of your community, principal lines or agencies. Address "R. & M.," care **HARDWARE WORLD**.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care **HARDWARE WORLD**.

Fine opening—established, paying retail hardware business. Ideal location in Illinois. Bargain for cash. Address "R.," care **HARDWARE WORLD**.

POSITION WANTED

Thoroughly experienced household, hardware, china, housefurnishing buyer, with both Eastern and Western experience, wants a position. Does not drink or gamble. Can furnish best of references, thoroughly understands his business. Address Buyer, care of the **HARDWARE WORLD**.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner. Share will invoice about \$10,000. Good reason for selling. Must sell by January 15th or no sale. Address "Colorado," care **HARDWARE WORLD**.

WANTED

Local export salesman—Steel Box Strapping, Hoops, Bale Ties, Shipping Room Supplies—with large established manufacturer. Knowledge general steel products desirable, and must understand export conditions. Excellent opportunity for right man. Address "X. Y. Z.," care **HARDWARE WORLD**.

POSITION WANTED

By experienced hardware man. Seven years' experience selling and buying, fully capable of management of hardware store. Twenty-nine years old. Married and can furnish A-1 references. No bad habits, prefer Oregon, Washington or Northern California. Address "W. J. T.," care **HARDWARE WORLD**.

COUNTRY TOWN TINNERS AND PLUMBERS WANTED

To learn pattern drafting; make your own barn ventilators, furnace fittings, shop repair work, tanks, radiator repairing, plumbing, steam and hot water heating. Our drafting courses have stood pre-eminent for nine years and are what you desire to advance. The National School of Drafting, St. Louis, Mo., U. S. A.

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Cal.



The complete, compact, distinctive line in handy household cans—full-size, full-measure. **DETAILS 15-20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$42.00
Jobber's Assortment (12 Doz.).....\$16.80
Open Stock, all colors, per gross.....\$16.80
2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., **BROOKLYN—NEW YORK**
Townley Metal & Hdw. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

Norman King has put in an addition to his hardware store in which an additional stock of farm machinery will be displayed at Live Oak, Cal.

H. H. Thornton, formerly of Burley, Idaho, has engaged in business at Blackfoot, Idaho.

Andy Nord and R. G. Davidson have purchased the Chloride Mercantile Co., Kingman, Ariz. They carry a full line of hardware and mining supplies. Mr. Davidson has had fifteen years' experience in the hardware business with the Chloride Mercantile Co.

The Wise Hardware & Implement Co., Modesto, Cal., have remodeled their store, which will give them facilities for carrying a larger and more complete stock of hardware and implements. The trade with them has been good, and they report every indication for 1919 is that it will ~~move~~ **move** a banner year.

BUSINESS OPPORTUNITIES—Continued

FOR SALE

Owing to death of owner, we offer for sale a fine furnace and sheet metal business in western seaport town of 180,000 population with acknowledged brightest prospects of any of coast cities. Excellent opportunity. Fine paying business. Will stand close inspection. Address "M. H.," care HARDWARE WORLD.

FOR SALE

Owing to the continued ill health of the owner, will sell a well-established hardware business, located in a thriving little city, in one of the richest lima bean and lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

FOR SALE

The only hardware, implement and auto business in a good railroad town. Best farming center in Wisconsin.

Stock and fixtures.....\$15,000
Buildings.....4,500
Dwelling.....3,500
Stock can be reduced; contracts for leading machinery and automobiles. Two story and basement. 40x60 main and 22x40 hardware buildings. Address "F. S.," care HARDWARE WORLD.

OPPORTUNITY FOR A GOOD MAN

An old-established Hardware Company wishes to add Furniture to its present lines and is desirous of securing a reliable and experienced furniture man, who is willing to take charge of the furniture department. The present business is incorporated and is in a growing and prosperous condition and has been a money

maker for over 37 years. Sales for 1918 were \$45,000 and are capable of considerable increase. The lines carried at present are: Hardware, Stoves, Paints, Oil, Heating, Plumbing, Sheet Metal Work, etc. No implements. Situated in one of the most prosperous sections of Kansas, where land is selling for \$125 to \$175 per acre. Have the best location in town and plenty of fine display space. Town has population of about 800 and has electric lights, waterworks, paving. There will be practically no competition in the furniture line. Here is an excellent opportunity for a thoroughly reliable man with ability who wishes to associate himself in an old-established business. This concern will bear the closest inspection and investigation and in turn would demand the same. Address "Kansas," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Missouri.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

FOR SALE

The E. R. Moses Mercantile Co., of Great Bend and Holsington, Kansas, offer their department stores for sale. They have the largest and best stores of their

kind in the state and, being forty-three years in business, are simply retiring. They will sell their stores as a whole or the departments separately in separate buildings. They have the largest and finest fronts, finely equipped to do business and to attract business. Their different departments are as follows: Implements, automobiles, tractors and machinery; tinning, plumbing and sheet metal factory; furniture, undertaking and musical department; hardware, stoves, graniteware and queensware and novelties; watches, clocks, jewelry, silverware, glassware and optical department. In addition to these departments at Holsington is a department of boots, shoes, hats, caps and gent's furnishings. Parties that want a first-class business of forty-three years' standing, well located, cheap rents and the best wheat raising country and in the best towns with the latest improvements—step right into a good business, write E. R. Moses Merc. Co., Great Bend, Kansas, for full particulars.

MANUFACTURER'S SALES AGENCY

Calling on Jobbing and Retail Trade are wanting a few more good accounts, with Manufacturers of Hardware Articles and Specialties, for the State of Nebraska (the richest Agricultural State in the Union) on a commission basis. We have a well organized and experienced sales force, all familiar with the trade. Can furnish A-1 financial rating.

Address P. O. Box 441, Norfolk, Nebraska.

E. L. Overton has sold his hardware stock at Nebraska City, Neb., to Rudge & Guenzel.

Price Bros. have purchased the stock of A. Rickman & Son, Bear Creek, Mo., and plan to add to their line of hardware and equipment.

Albert Hanson, Lyman, Wash., reports a very satisfactory outlook in hardware and kindred lines. He expects to keep busy during the coming season.

B. F. Vassau, who recently suffered a loss by fire at Forest River, N. D., is planning to materially increase his stock in all lines of hardware, implements, house furnishings, etc.

The Western Lumber & Hardware Co., Chappell, Neb., have been materially adding to their stock of sporting goods, electrical goods, builders' hardware and household furnishings.

George Boole, formerly connected with Western Hardware & Metal Co., which was taken over by A. M. Castle & Co., has retired from the executive management of A. M. Castle & Co.

Corbett Hardware Co., Tucson, Ariz., are remodeling their store and are adding to their stock and equipment. They report the outlook all that could be desired.

J. C. Brown, a well-known hardware dealer, a local hardware dealer of Reedley, Cal., has taken the agency for the Lawson Tractor and is anticipating a good season's business.

The Corcoran Hardware Co., Corcoran, Cal., have been incorporated with an authorized capital stock of \$25,000. This is a branch of the Hotlock Clow Co., Hanford, Cal., who also operate a store at Visalia and Lemoore, Cal.



556 CALPAO O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%
Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID 100%
Cal-Pa-Co Pure Linseed Oil..... 90%
Cal-Pa-Co Pure Turpentine Dryer..... 10%

100%

JOBBERS

STAYNER & DALY
Salt Lake City

KELLY, THORSEN & CO.
Portland

Do You Know Any Paint as Good?

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles

Plumbing and Heating

DON'T EXPECT BUYERS TO HUNT YOU

"A pebble and a diamond are alike to a blind man."

There are plenty of people who are blind and do not know it. Either they will not see, or they think they see, or they do not think about it at all.

We are blind to most things which are out of sight, because what is in view occupies our attention. To go through a dark passage at night is to experience a condition of practical blindness, for our eyes are no use to us there, and a pebble and an uncut diamond would feel much alike, especially to inexperienced fingers.

It's a strange thing, too, how many of us can see the moat in our neighbor's eye, yet we are so blind that we cannot see the beam of wood in our own eye. Perhaps that's why we are so strangely obtuse many times, when it comes to offering what we have to sell to others.

We buy and arrange our goods as advantageously as we know how, then we proceed to wait for patronage, and use up our strength grumbling if it doesn't come fast enough. We forget that the ordinary pebbles of business, and the real jewels of true value look pretty much alike to many of the people whose custom we seek.

What is the answer. It is that we have been expecting people to take more interest in our business than we do ourselves; and to use more determination in finding us than we have shown in finding them.

We don't always take into consideration that 85 per cent of the impressions we gain, reach the brain through the eye, and that's why advertising which shows the difference between pebbles and diamonds is a business-getter. The publicity is the skillful tool which cuts the diamond, and makes its superior value evident, even to a blind man.

Now that the war is over, advertising is taking a larger place than ever before. This is true because people are keener as to values; they have learned the necessity and the benefit of thrift; they are ready to conserve time and energy by seeking the printed market-place. But advertising which convinces must be earnest, sincere and definite. It must appeal to the

right class of people and the media which carry it must be carefully selected.

It is often possible to take advantage of a popular movement and to gain considerable desirable publicity at relatively small expense; but a man has to keep his eyes open and be ready to take advantage of an opportunity, without delay.

The man who would do business with the public, and do it without advertising, is in a blind, dark alley, offering a diamond and a pebble to someone who cannot see, and who is too much concerned with his own affairs to be interested unless you attract his attention. The right kind of advertising is not an expense—it is a legitimate investment.

To buy cheap materials, to be satisfied with cheap help, to be content to put out a cheap product, is not the ideal of the man of affairs. To be sure, the one who adopts this policy may achieve mediocre success, but in the pathway of progress he is sure to find before long a mysterious barrier raised. His neighbor, perhaps who has not made such a rapid get-away at the start, is building solidly for the future and his normal, healthy, merited growth knows no obstacle.

The individual who thinks he knows it all—and the race is not extinct—is the one who sooner or later comes to distressing and puzzling conditions which he cannot understand. Such an one is sure some day to feel "that luck is against him"; "that the times are hard"; "that he is the victim of circumstances." On the other hand, the man who has kept with the times, who has read his trade papers, who has attended the get-together meetings of the big men of his line, who has glimpsed the vision of co-operation, and who has kept his finger on the pulse of world-wide economic affairs, is always prepared to shift his sails to meet the currents of the day or hour. Get posted! Keep posted! Know your own business! And know governing conditions throughout the length and breadth of your own particular field! Then, and then only, will you be able to anticipate and plan intelligently in advance. This is true preparedness.



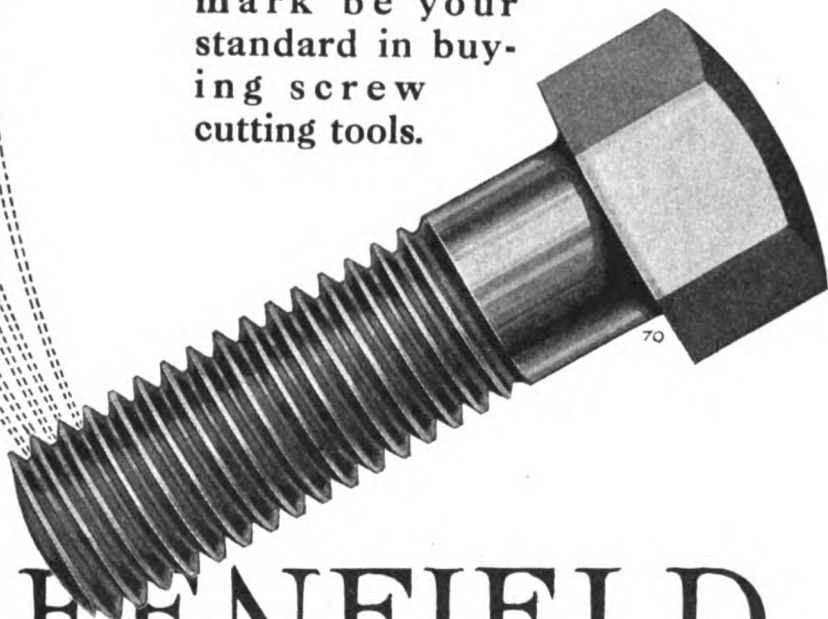
**When you see a
U. S. Thread
think of G T D**

THIS mark, directly derived from the U. S. Standard thread, represents the foremost champion of screw thread

Standardization

On Screw Cutting tools it indicates the product of the largest concern of its kind in the world.

Let the G T D mark be your standard in buying screw cutting tools.



GREENFIELD
TAP & DIE CORPORATION
Greenfield • • • • • Massachusetts

DON'T "PASS THE BUCK"

"Passing the buck" has become a part of our working day language. What was once a game has become a description of a large phase of business life. The earliest form of this disease is met when we begin to make excuses to take the place of reason. Every excuse is an attempt to put the blame on somebody or something else.

When we give reasons we assume responsibility. And there is hardly a business with holes in it that were not made by excuse worms. The worst form of this disease of passing the buck is encountered in this direct avoidance of responsibility.

Some men always try to put themselves in a position so that if anything goes wrong the responsibility for it will fall on someone else's shoulders. They avoid making decisions more than they avoid influenza. And so, they pass the problem on to the "boss," regardless of the fact that he pays them good money to keep it from him.

This habit of passing the buck may make a man popular, but it never makes him efficient. When the day of promotions comes the "boss" generally looks for the man who can take his medicine without whimpering, even though the dose is unduly large.

He is likely to nick out the man who can and will make decisions and shoulder responsibility for them. To make sure of no promotions to a responsible position, do nothing, say nothing, but "pass the buck."

It is a mistake for the man in business to attempt to do everything for himself. It is likewise a mistake for him to hand over any department or branch of work unqualifiedly to a paid employe. Every worker, whether it be the bookkeeper, the head salesman, or the janitor, will do better work if he or she knows that there will be reasonable supervision and that definite standards of good work will be required. You cannot expect an employe to take more interest in any branch of business than you take yourself. Encourage one and all by knowing what you want, making your requirements plain, and by expecting that every responsibility will be properly met. Then, do not be afraid to express a word of appreciation. It does not cost anything and it helps both a lot!

HAS BEEN OR COULD BE

I'd rather be a could be

If I couldn't be an are,
For a could be is a maybe

With a chance of touching par.

I'd rather be a has been

Than a might have been by far,
For a might have been has never been
But a has was once an are.

HOW A FAMOUS EXECUTIVE EXECUTES

Charles E. Carpenter, president of E. F. Houghton & Co., tells how he keeps in trim and manages to do a thousand things a day.

"I never do anything I can get anyone else to do for me," he says.

"I never open my mail or read any of my letters except those my secretary tells me I should read."

"I seldom apply myself to departmental details and if I want the details analyzed, I have someone do it for me and give me the results."

"When I start to concentrate upon any particular problem, I forbid all interruptions. No one can get to me by 'phone or otherwise if I am engaged upon an important matter."

"I have an office in my apartments where I work day, night or Sunday, as necessity demands or inclination prompts."

"I never tackle work when I am brain-fagged."

"I am not carrying an overload or working myself to death. On the contrary, I positively refuse to worry about anything."

"I have never bought or held a share of stock outside of my own company in my life. In other words, I never play the other fellow's game. I never speculate. I have no desire to amass a great fortune."

"I detest the exactions of a pretentious residence. I prefer the simple life."

These are only excerpts from Mr. Carpenter's confessions and we consider his a pretty good philosophy for the manager to follow. He says he plays golf, sails a yacht in races, drives an automobile, bowls and plays billiards.

DIDN'T EXPECT THE ADS TO PERFORM
MIRACLES IN ONE DAY

The firms that made the big successes didn't see their results a day after the first advertisement appeared. But they kept plugging away at the advertising.

Spasmodic advertising doesn't get the results that steady advertising secures. It's easy to forget advertising. Think of a number of articles that were well-known ten or fifteen years ago, and ask for some of them today.

You will find that the ones which kept up their advertising are still running strong. The ones which dropped out of the advertising pages are out of business, or nearly so.

If advertising is good for the big man, it's good for the little one, because our country is full of little organizations that have grown into big ones.

Bootleggers in dry states ought to be called mediums, because they furnish communication with departed spirits.



M. L. KLINE

Plumbing, Heating, Mill and Steam Supplies

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling
in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves

OF

Recognized Quality

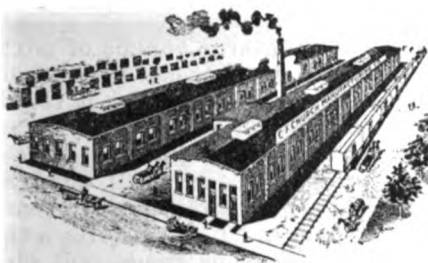
Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.



THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.

Home of Snow White Pyralin

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.



THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.

If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

What Is T. N. T.

(By Arthur LaMotte, Manager Technical Division, E. I. du Pont de Nemours & Co.)

T. N. T. is probably the best advertised explosive in the world today. The popular conception of it is that it has enormous power, is very sensitive and dangerous, and has many times the strength of dynamite. As the idea people get of dynamite is that "one teaspoonful will blow up the City Hall, T. N. T. may be thought by many to be in the class of those of which a pinch will blow up a city block.

What is T. N. T.? It is known to the chemist as Trinitrotoluol—sometimes Trinitrotoluene and Trinitromethylbenzene, if you don't care what hard names you call it. Other names are Trilit, Tolite, Trinol, Trotyl, Tritolo, Tritone, Trotol and Triton. Its chemical formula is:



Now you know all about it!

To an ordinary human being, however, it is a yellow-brown powder, in appearance not unlike powdered mustard or maple sugar. It is very poisonous and, in process of manufacture, must be handled in such a way as to prevent its absorption through the skin or by inhalation. When the dust or vapor is inhaled or absorbed by the skin, symptoms may be produced, varying from an eruption of the skin to a toxic jaundice, which has caused fifty deaths in a year in the shell-loading plants in England.

T. N. T. is made by treating toluol, a water-white aromatic, oil-like liquid, a by-product from the gas industry, with nitric acid. Although toluol in normal times is not an expensive material, a great deal of nitric acid is used in its conversion into T. N. T., which runs the cost of finished product up to six or more times the cost of toluol.

T. N. T. is one of the most stable of all high explosives. It is also one of the most difficult to detonate, requiring a blasting cap nearly five times as strong as that which will fire straight dynamite. It is a powerful explosive, but not so strong as popularly supposed.

One of the tests for strength of high explosives is known as the Trauzl Block Test. It consists of firing about one-third of an ounce (10 grammes) of explosive in a hole drilled two-thirds through the axis of a lead cylinder, about eight inches in diameter and eight inches high, and measuring the expansion of the chamber produced. When carefully conducted with the use of lead blocks, made as nearly alike as possible, this gives fairly good results in comparing explosives, although it rather favors the quicker acting explosives.

The following table from Marshall on Explosives gives the expansion of the lead block

by T. N. T., as compared with four other well-known explosives:

Blasting Gelatin.....	38.6	cubic in.	expansion
75% Gelatin.....	31.5	" "	" "
70% Guhr Dynamite.....	19.28	" "	" "
T. N. T.....	18.3	" "	" "
Black Blasting Powder.....	6.6	" "	" "

70% Guhr Dynamite is not made in the United States, but it is about equal to a 40% Straight Active Base Dynamite in strength. It will be seen that T. N. T. is not a very tremendously strong explosive after all, as compared with well-known commercial explosives.

T. N. T. is a very quick-acting explosive. The detonation of a continuous train of it, fired at one end, would travel 17,000 feet in one second; 40% dynamite would only go 15,000 feet per second, while Black Blasting Powder, FF grain, loafs along at the rate of 1,540 feet per second.

When T. N. T. is used in submarine mines, depth bombs and torpedo heads, it is carefully packed in an air-tight container. Blasting Gelatin can remain immersed in water with no protection at all almost indefinitely. Dynamite can be used in wet bore holes even if left several hours. A small proportion of water in T. N. T. makes it so insensitive that it cannot be detonated at all except with a dry primer of T. N. T.

T. N. T. gives off a large volume of noxious fumes. It has what chemists call a "high oxygen deficiency," which means that it requires a considerable addition of oxygen-carrying salts to make the gases resulting from its explosion harmless when breathed in small quantities. Dynamite already has three oxygen-bearing salts incorporated in it. T. N. T. gives a thick black smoke and poisonous fumes, not objectionable in a military explosive, but most objectionable in a commercial explosive. It cannot be used in underground mining or tunneling.

However, T. N. T. is a good explosive in its way—no question about that. In fact, it may be said that it is an ideal military explosive. There is, however, a vast difference between what may be called military and commercial explosives. One may reasonably doubt that an explosive that excels in one class may be well adapted to the other.

A military explosive, excepting the smokeless powders known as propellants, may be roughly divided into four classes:

Demolition explosives for destroying railroads, bridges and other lines of communication;

Submarine mines, bombs and torpedoes;
Shell bursting charges for high explosive shell;

Land mining.



PACIFIC

CHINA
PHILIPPINES
SIBERIA
AUSTRALIA

In all countries that border the Pacific Ocean, you will find an active distributor of Pacific Plumbing Fixtures. The same high quality plumbing fixtures that the Pacific Coast plumbers value so highly are supplied to the Far East.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island

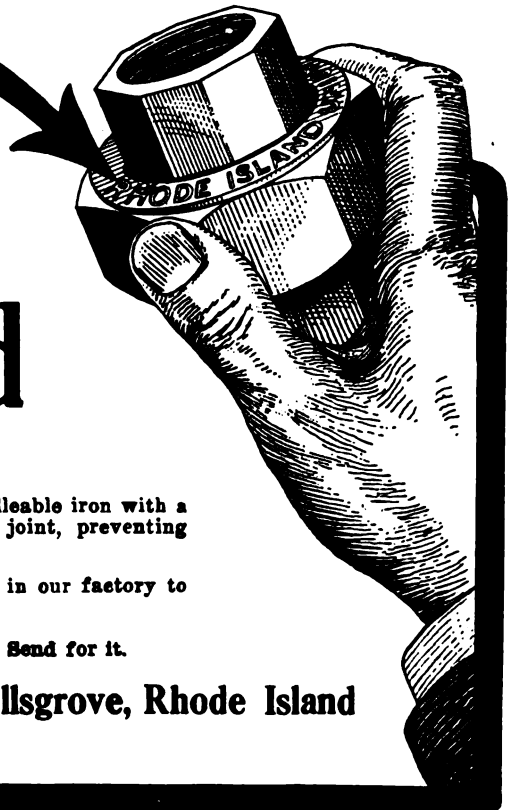
UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



T. N. T. is well adapted for demolition. It is made up in small highly-compressed bricks, carefully plated to make them waterproof. These blocks are very expensive, but expense is not considered when blowing up a bridge to prevent an enemy crossing a river. It is used successfully in submarine mines, because, being a solid, it is "non-freezing" and is not subject to chemical change on long storage. It works well in aeroplane bombs and in torpedoes, as it is quick, local and shattering in its action, and is not readily exploded when hit by a rifle bullet. It is used as a shell-bursting charge, as it can be melted and poured, while liquid, into the steel shell, in which condition it is so very insensitive that it can be fired from a cannon. For charging tunnels, driven under enemy trenches and fortifications, it is useful, as it is strong enough to make a good-sized crater; is easy to handle, not sensitive to impact of rifle bullets, and the smoke and fumes given off are rather an advantage.

T. N. T. has been tried in quarries against 40% Dynamite, and has shown no great difference in execution. It did stain the rock black, however, which dynamite does not do. It has been used to a small extent as an ingredient in certain commercial high explosives in the United States since 1903.

The principal use of T. N. T. in the commercial explosive field has been in the manufacturing of "Cordeau Detonant," a well-known and valuable blasting accessory, as a means of completely detonating large charges of dynamite with certainty and efficiency. As a regular commercial high explosive, however, it leaves much to be desired.

GO TO IT!!

It doesn't do a bit of harm
To grin;
It never causes much alarm
To smile;
Men have been known to laugh while at their work,
Yet win—
With cheerfulness to do their tasks nor shirk
The while.
So, if you like your job as you pursue it,
And feel like smiling—why, my boy,
Go to it!

The real salesman has faith in himself, faith in his customers, faith in his goods and faith in his house. He knows that he can secure favorable attention and is determined to sell his goods, provided he discovers that his customer has need of what he offers. So long as he is convinced of the value of his goods to his customer, of his own power to properly present the merits of his proposition, and of the ability of the house to deliver what he promises, he can look every man squarely in the face.

PUT YOUR ADVERTISING TO WORK

Here is what the General Electric Company has to say about advertising slackers that are not kept hard at work:

Advertising does not consist solely in the use of newspaper space.

In most retail stores there are many little advertising slackers that could be put to work at little or no expense.

Although each may be of relatively small importance, in the aggregate they form an advertising force of material assistance in the campaign for sales.

Here is a rollecall—it may assist you in enlisting some advertising helps that are not now working for your business.

Store appearance. Distinctive exterior and inviting interior. Immaculate showcases, goods, floors and sidewalks. Unsoiled price tags.

Goods attractively displayed. Exhibit goods in an interesting manner. Put popular articles in rear of showroom so that customers in passing through the store will notice other goods displayed.

Courteous service. A service distinctive in its uniform courtesy creates a reputation that has real money value.

Sales receipts. Your cash register slip has space for an effective advertising word or two.

Inclosures with packages. Booklets or folders inclosed in the package go into the home where they will be read at leisure.

Wrapping and tying. Wrapping paper and tying tape can bear a neat appearing advertisement. String of an unusual color can be sometimes used to advantage.

Delivery trucks. A forceful advertisement on your delivery truck will reach every part of the town.

Stationery. Your letter and billheads and business cards should have distinctive advertising value.

Inclosure with monthly statements. This form of advertising gets carried free.

Manufacturers' helps. The advertising material issued by the manufacturers is a powerful selling force—use it to the fullest extent.

Circular letters. An effective and inexpensive way to reach your customers.

Telephone. Make a practice of calling up a few prospective customers each day.

Window displays. This is the form of advertising that is the most valuable to the dealer. It is impossible to give too much attention to this subject.

NATURAL RESULT

School Teacher (to little boy)—If a farmer raises 1,700 bushels of wheat and sells it for \$2.08 per buhsel, what will he get?

Little Boy—An automobile.

YOU GET THE SIMPLERST AND BEST
COCK EVER MADE when YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



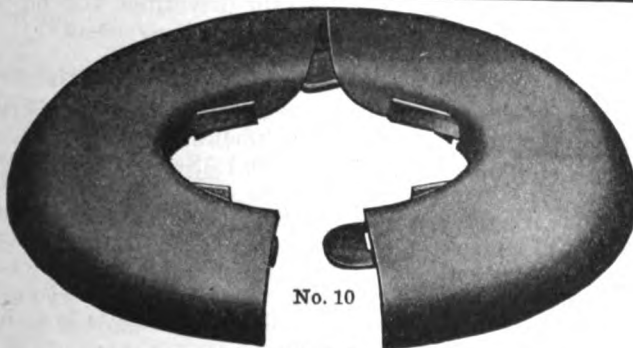
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10 Steel $\frac{1}{4}$ " to 4"

QUALITY COUNTS

CARRY "B & C" PLATES

and Assure Satisfaction

Catalog on request.

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market Street,

San Francisco, Calif.

The Banner of Merit

SHOWING

The Official Award Ribbon

of the

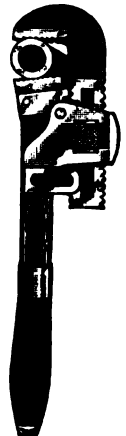
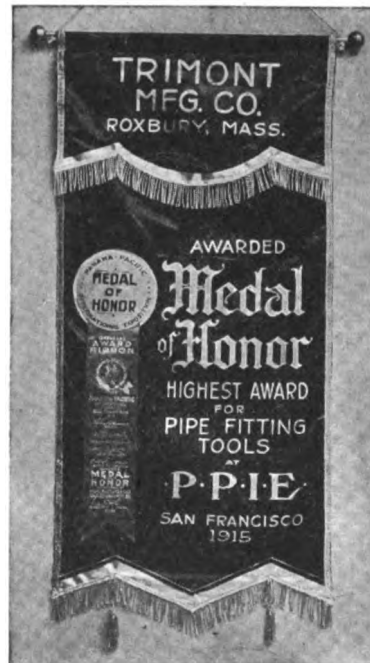
Medal of Honor

AWARDED

Trimo Tools

AT THE

**Panama - Pacific
International Exposition**



SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"



SIZE OF EXPANSION TANK FOR HEATING JOB

Editor Questions and Answers: Can you give me any authoritative figures that will tell the proper size of expansion tanks for heating jobs as compared with the number of square feet of heating radiation.

F. H. REED.

We observe that one very excellent and successful firm has found the following figures to work successfully on their various jobs.

Gals.-Tank	Sq. Ft. Htg. Rad.
5.....	250
10.....	500
15.....	750
20.....	1,000
30.....	1,500
40.....	2,000
50.....	2,500

VAPOR HEAT PIPE SIZE FOR RADIATORS

Editor Questions and Answers: Can you give me an idea of pipe and valve sizes for radiators for vapor heating. Trust you can publish in March issue, as I am anxious for the facts.

A. L. HENDERSON.

Certain firms who own or control patented systems have their own scale of sizes for various sizes of radiators. However, we believe we would be safe in assuming the following table to be fairly accurate:

	Valve.	Return.
1 to 20 sq. ft. rad.....	1/2"	1/2"
21 to 50 sq. ft. rad.....	3/4"	3/4"
51 to 100 sq. ft. rad.....	1"	3/4"
101 to 150 sq. ft. rad.....	1 1/4"	3/4"

AMOUNT OF STEAM PRESSURE

Editor Questions and Answers: How much steam pressure ought to be carried on an ordinary low pressure steam heating job to heat a fairly well built house of twelve rooms? The house is in a good-sized village.

S. H. CLARK.

If the job is properly piped and has sufficient radiation for the extreme cold weather and the boiler is large enough to handle the radiation "hooked up" we should say that from one-fourth to one-half a pound of steam should heat the job up properly and that, with proper attention the boiler ought to carry that pressure from eight to twelve hours on one charge of fuel.

BOILER BACKFIRES

Editor Questions and Answers: Our heating plant in our own house works all right at times and then again it does not. The difficulty seems to be with the boiler, which, occasionally, fails to work promptly in making steam. If the fire pot door is opened the gas bursts out. When the wind is from certain directions the boiler works all right. Should like your ideas.

Yours truly,

N. A. TILER.

There are three points to consider. First, see that the chimney, smoke pipe and boiler flues are perfectly clean. Second, that the smoke pipe and chimney are large enough to carry the boiler. Third (and this is probably the main thing, why the boiler works O. K. when the wind is in certain directions. We believe that your chimney is not high enough. That certain trees or buildings smother it, so to speak.

AMOUNT OF WATER PRESSURE FOR FIXTURES

Editor Questions and Answers: Please inform us regarding the amount of water pressure that can be safely used in the fixtures of bathrooms. We have about 125 pounds on the water mains.

T. S. ARNOLD.

Would say that you have what we regard as excessive pressure. With reliable plumbing and plumbers everything will probably be all right, but leaks quite frequent. We should advise the use of pressure reducers and the pressure to be reduced, in most cases, to from sixty to seventy pounds, which under all ordinary circumstances will be found quite sufficient.

COMBUSTION AIDS?

Editor Questions and Answers: Not long since a fellow came through our place selling some powdery substance which, dissolved in water, he claimed would add about 30 per cent to the heating value of coal. How about it?

M. F. FISHER.

We should like to see and try out the stuff. Speaking generally, we have yet to see the dope that will do anything of the kind. There are certain powders sold that are claimed to get rid of soot in chimneys, but common salt, burned in the furnace fire will do it more or less. Also flower of sulphur. We believe that if you have the right kind of fuel, keep your

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

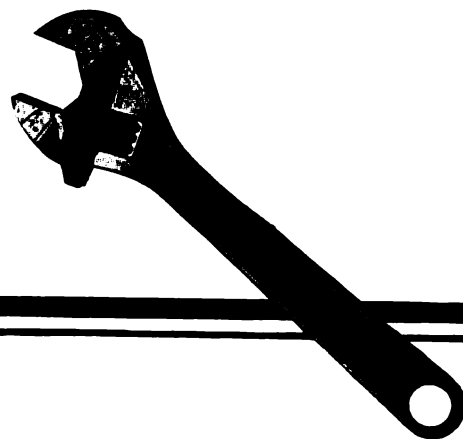
Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



Dealers are Welcoming Back the "Crescent"

For months every Crescent wrench our factories could make went into government service.

Our dealers and jobbers, realizing this, have been very patient, in the face of insistent demand.

But soon, if not now, every dealer will again be supplied—for the Crescent has come back to civil life, and our factories are working full capacity on commercial business.

If you haven't been able to obtain Crescents from your jobber, you will know he will soon be able to supply you.

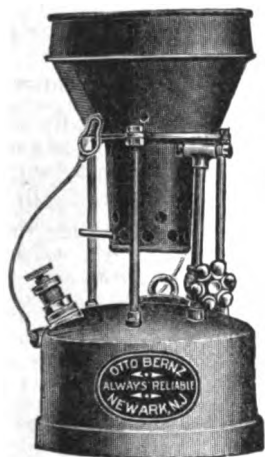
CRESCENT TOOL COMPANY

Jamestown, N. Y.

Crescent

ADJUSTABLE WRENCH

You Want the Best;



Patented

No. 12 Pump Furnace

No. 11 Bulb Furnace

in fact, you **must** use the best tools you can buy to do the best kind of work. What good are tools which do not give service when they are most needed? You should, therefore, buy only the best.

The above fact applies to every tool used by mechanics, especially furnaces and torches. Then why not buy a make which will always

give perfect satisfaction. We recommend for your use the "Always Reliable." Your nearest dealer or jobber can supply you with them.

ASK FOR OUR FREE CATALOG

OTTO BERNZ - NEWARK, N. J.

heating apparatus in proper shape and run it right, you will get full heating value from your fuel.

DUSTLESS AIR

Editor Questions and Answers: We get it on all sides, from owners of steam jobs and hot water jobs about the dirt streaked walls behind the radiators and also the ceilings of said rooms. Is there no way out of it?

A. J. McVANE.

Yes, to be sure there is, but it will cost the owners considerably more money. The answer is to use the air washer form of heating apparatus. With this type of heating all air is thoroughly cleansed before being admitted to the rooms and the outside windows can be kept closed all the time. Radiator shields will also assist to a considerable extent in keeping the dust from streaking the walls.

NEEDS MORE TANK ROOM

Editor Questions and Answers: In a private family of seven persons with a 30-gallon range boiler connected to an ordinary size water back in the kitchen range they claim to have not enough hot water. Should I put in a larger water back or a bigger range boiler?

C. H. ARNOLD.

If there is a demand for a great quantity of hot water to be had on short notice many times each day, we should say increase the size of both range boiler and water-back. But if there are several hours per day where no hot water is to be used, we believe that increasing the tank size, thus giving more storage room, would fix the case all right for the family.

"CAN'T KEEP NONE IN STOCK"

Up at a northwestern lake resort is a general merchant who is a character. His store has a little of everything in it. A lady "resorter" found there a small artistic porch lantern. She at once bought it. Others came flocking to him for the same lantern. He ordered a few. They went at once. Finally, later, the tenth customer came for one.

By this time the merchant was "sore." No, he didn't have any, and what was more, he wasn't going to get any. "Why?" she asked.

"Well," he said: "can't see no sense in gettin' the durned things. Can't keep none in stock. Soon's I order one, some woman comes along and buys it. I am not going to buy anything I can't keep in stock."

Reeg, the Rhymer, composes Rhymes

That help the dealer make a sale

Of any special article.

Just ask him through the mail.

Home Office, 2 Mt. Hope Pl., Bronx, N. Y.

City. H. S. Geer.

CHANGING THE TERMS AFTER GOODS ARE BOUGHT

(Copyright by Elton J. Buckley.)

A question has been put to me that I do not remember having written on, at least not specifically on this phase of it. It is this:

When a man buys goods or has some kind of a business transaction with another, all the terms of which are agreed upon at the time the deal is made, can the seller afterward, by a notice in an invoice, or on a billhead, or in a letter, make some new rule about it which will affect the other party?

The illustration which is used in submitting the question to me will make the application of the rule clear. In this case a merchant bought some goods on certain well-understood terms. They were delivered and accepted and the invoice paid. Several weeks later, when the goods were gone over with the intent to put them on sale, it was discovered that they were defective. Claim was made, but the seller declined to recognize it, pointing to a clause in the invoice reading: "All claims must be made within ten days after receipt of goods." In the original order nothing had been said which would limit the making of claims in any way.

The question is, is that buyer done out of his right to claim for defects?

The answer is emphatically no. A seller cannot take a completed order or contract, and introduce into it, secretly in a way, an entirely new provision which affects the buyer's rights.

The above effort to do this is typical of schemes that sellers of merchandise and parties to contracts are constantly endeavoring to put over, and quite often they succeed because the other party doesn't know his rights. The general law on the subject I quote as follows:

Terms brought to the acceptee's notice after the agreement is complete will not affect the agreement. If a party, therefore, cannot be charged with notice of the conditions contained in a paper which he accepts as containing the actual offer at the very instant it is delivered to him, even actual notice afterward will have no effect. Upon receipt by a railroad of a parcel to be conveyed to its destination, the charge being paid or to be collected on delivery by the consignee, the contract is completed and the railroad's responsibility at once attaches, and it cannot be changed by the subsequent delivery to the customer of a bill of lading or other writing containing conditions limiting the railroad's liability, unless it appear that the intention of the parties was that the oral negotiations were simply preliminary to the formal contract which was to be contained in a bill of lading or other written instrument.

Note that the above lays down the rule that even if one party has notice of what the other is trying to do, viz.: introduce some new rule, he is not bound to notice it and is not bound by it. To apply this, if in the above case, the buyer had seen the words "all claims must be made within ten days," etc., in the invoice, he would not have been obliged to pay any attention to them.

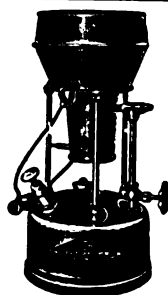
There was one case in which a silk jobber delivered to a buyer a lot of silk to be dyed.

PRACTICAL EXPERIENCE

No. 32 Torch.
List Price,
Each, \$16.00
Ask for dis-
count.

and an active knowledge of trade's requirements have enabled us to make the C. & L. line of Fire Pots, Torches and Brasiers the best on the American market. We have spent years and thousands of dollars in perfecting our line, but have never experimented at the expense of the user. Wherever gasoline and kerosene are used, you will find the C. & L. high grade Fire Pots and Torches. One of our most popular Torches is the No. 32. The burner is made of special generator metal, superheating the gas before it is burned, producing a steady, pure, blue flame of intense heat. The No. 32 will soon save its cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



No. 66
COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring
Valve
Brass Pump

*This Is Only One of
the Many*

TURNER

TRADE
HOT BLAST
MARK

**Torches and
Furnaces**

You will profit by our catalog.

The Turner Brass Works
Sycamore, Illinois, U. S. A.

Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio

GOULDS HYDRAULIC RAMS

Save Labor — Save Fuel — Save Oil

WHILE State and National Governments are promoting the conservation of water power on a large scale, start a conservation "drive" of your own. Show farmers how they can have a continuous water supply at a small installation cost and with no operating cost at all. Sell them Goulds Rams.

Goulds Hydraulic Rams are the nearest approach to perpetual motion ever brought out in the pump line. They will pump water day and night, week in and week out, without a moment's attention. Almost any stream will operate a Goulds Ram; the force of the stream itself furnishes the power for the pump.

Goulds rams are designed and constructed to conform to the well-known Goulds standard of quality. An improved impetus valve makes them remarkably efficient and dependable. As with all Goulds Pumps, we guarantee every Goulds Ram to perform satisfactorily the work for which we recommend it.

Write today for catalog, prices and terms

THE GOULDS MANUFACTURING COMPANY

Main Office and Works: Seneca Falls, N. Y.

New York
16 Murray Street

Boston
58 Pearl Street

Chicago
12-14 S. Clinton Street

Philadelphia
111 No. 3rd Street

Pittsburgh
636 Henry W. Oliver Bldg.

Atlanta
3rd National Bank Bldg.

Houston
1001 Carter Bldg.



GOULDS PUMPS

"For Every Service"

Northwest Agent, D. L. Herman, 214 Maritime Bldg., Seattle, Wash.

When it came back it was found to be badly and unskillfully done. The owner brought suit for damages. The defense was that when the silk was sent back to the owner, after being dyed, it was accompanied by a bill on which was printed: "All claims for damages or deficiency must be made within three days from date, otherwise not allowed." It was also claimed that the owner of the silk saw this on the bill, and it was argued that by accepting the silk and the bill, he was bound by the notice. The court made short work of the defense. It held that there was nothing to it. This was the core of the decision:

Upon a bailment of goods for work and labor upon them, the contract between the parties arises immediately upon the delivery of the goods to the bailee. The contract is that the work shall be performed with reasonable skill and care and that the work being completed they shall be returned to the owner. The bailee cannot prescribe terms on which he will return them, and an agreement of bailee that he will make a claim for damages within certain time lacks a consideration, for bailee was bound to return them unconditionally.

In still another case a dry goods jobber sold through a traveling salesman a quantity of goods at certain prices and on certain terms contained on written memo signed by the salesman. The goods were shipped and with them an invoice printed thus: "All bills become due when parties suspend payment, assign or sell out. All goods dated ahead are merely consigned and subject to replevin until said dating

has expired. Retention of the goods will be considered acceptance of all the terms herein."

The customer received and held the goods without objection, and prior to the expiration of the dating he assigned for the benefit of creditors. When the jobber stepped in and tried to seize the goods on the ground that the provision on the invoice was part of the contract, the court held that the notice was not binding on the buyer, as the principal had no right to modify the terms of agreement made with the salesman. That agreement fixed the rights and liabilities of both parties and could not be changed by any notice one might give the other later.

Any buyer can legally stand on the terms of the order, and can successfully refuse to be bound by any restrictions sought to be introduced in the deal afterward.

One and all of us become just what we aspire to be. If we are content to bury ourselves in petty details, in routine work, without a vision beyond, then we must expect that we will lose our ambition and capacity for larger things. We rarely arrive anywhere unless we make a definite start and keep our goal in view. Obstacles, handicaps, the unexpected, need not make any difference. We can always keep our faces in the right direction. Besides a man is never defeated as long as he is still in the fight and has not lost his courage.

Luis M. Flores is opening a plumbing shop at Madera, Cal.

F. T. Hardt has engaged in the plumbing business at Roseville, Cal.

Frank Gunert expects to purchase the plumbing department of the Dahlquist Co., Fortuna, Cal. He is likewise the agent for the Empire Milking Machine.

G. C. Lorenz has moved his plumbing establishment at Klamath Falls, Oregon, to a new building, which will give him facilities for carrying an increased stock. He is planning for a busy season.

George L. Ingraham and L. G. Lyman, of the plumbing firm of Ingraham & Lyman, and Ira Ray, for a number of years connected with the Oliver Hardware Co., Centralia, Wash., has purchased the hardware business of John Hughes and have taken possession.

The nation dry of course will mean
All dancing must be stopped;
Because these "drys" are sot agin
All things containing hops.

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

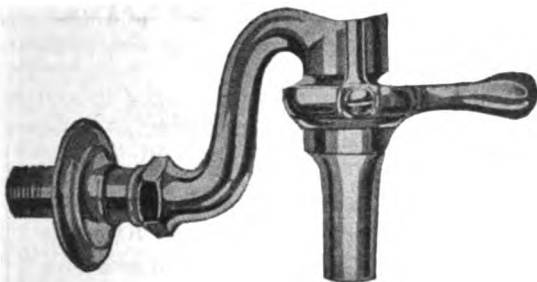
You Can Get It at the
Largest Stove Repair House in the Northwest

**THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.**

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

THE "SAVILL" Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin. If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute.

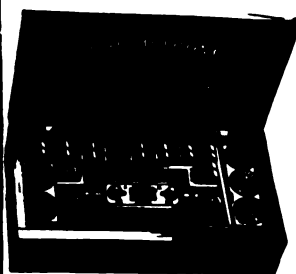
"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

**Tools with an En-
viable Guarantee.**

Send for our catalog of *Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.*

**THE ARMSTRONG
MFG. CO.**

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.



No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount.

The C. & L. No. 1 Fire Pot

is the world's acknowledged best and with it, you can do your work easier, quicker and better. With no other Fire Pot can you do as wide a range of work. The No. 1 will heat a pair of 12-lb. coppers and melt a pot of lead at the same time if desired, and by removing the top section, the burner can be used as a brazing Fire or Torch. The No. 1 will soon save its cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

"WE KNOW THE STOVE REPAIR BUSINESS"

**WE
WELD
ANYTHING**

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

MYER S. RUBENS STOVE AND FURNACE
REPAIR WORKS

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

1009 W. First Ave., Spokane, Wash.

DEALERS You Want SALE LEADERS

The entireline of LIFE-TIME COOKING UTENSILS composed only of PRACTICAL and USEFUL kitchen ware is indeed a LINE OF LEADERS.



Made from heavy pure Aluminum Sheets stamped and drawn out of solid metal. No joints or seams to spread and accumulate grease or dirt.

"LIFETIME WARE" PURE ALUMINUM

Manufactured on the Pacific Coast means **Service** to the dealer. Guaranteed for 20 years means **Quality** to your customer. Send for catalog and price list.

THE ALUMINUM PRODUCTS CO. (OF THE PACIFIC COAST) Oakland, California

IT MOVES THE WORLD. (By James A. Henderson)

Success was my father,
Dame Fortune and Misfortune
Are my sisters.
I have appeared in many forms
But Failure bore me.
I am very old, and
I have spoken in many languages,
And to many peoples.
I have done great evil,
And accomplished greater good.
I have filled your churches—
Also your saloons.
I have made millionaires,
And many paupers.
I have taught you many things.
To me you owe the papers of today.
I tell you how to be healthy,
And how to keep clean.
I tell you where to go,
And what to do;
What to eat and what to drink.
I show you what to wear,
And where to buy it.
Fickle am I to the Nth power.
Many have tried
But none have mastered me.
Without my aid many things
That are now well known
Would have been lost.
My name?
ADVERTISING.

You've got to leaven your work with some planning and thought. A fireless cooker doesn't do the business until heat is applied.

Wealth does not come by the most diligent saving, but by the most diligent producing. Men and nations who pinch the pennies hardest are never the richest.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.
OFFICIAL ORGAN OF THE WESTERN TRADE
VOL. XIV APRIL, 1919 NUMBER 4

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN Editor and Manager
R. L. SHEARMAN Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 8, 1879.

Copyrighted by the HARDWARE WORLD, 1919.
All Rights Reserved.

OFFICES

Boatmen's Bank Bld., St. Louis.	Ellsworth Bldg. Chicago.	70 Fifth Ave. New York.
Phelan Bldg., San Francisco.	388 Taylor St. Corner 10th Portland, Ore.	817 I. N. Van Nys Bldg., Los Angeles.
507 Pioneer Bldg., Seattle.		204 Scott Bldg. Salt Lake.

220 Pacific Bldg., Vancouver, B. C., Canada.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—							
Blank Rim Fire—			Black Smkls.				
			Semi-Smkls.				
22 Short	.....	\$ .15	\$...	38 S. & W.	.....	1.20	1.30
32 Short	.....	.35	...	38 S. & W. Special	.....	1.45	1.55
32 S. & W.	.....	.55	...	38 Winchester	.....	1.65	2.05
38 S. & W.	.....	.70	...	41 Colts Short DA	.....	1.80	1.50
38 Long Colt	.....	1.20	...	41 Colts Long DA	.....	1.60	1.75
44 W. C. F.	.....	1.50	...	44 Bull Dog	.....	1.85	...
Shot Rim Fire—				44 S. & W. Amer.	.....	1.75	1.95
22 Long	.....	.55	.60	44 S. & W. Rus.	.....	1.75	1.95
32 Long	.....	1.05	...	44 S. & W. Special	.....	1.90	2.10
Shot Center Fire—				44 Webley	.....	1.50	...
32 S. & W.	.....	.95	...	44 Winchester	.....	1.65	2.05
32 W. C. F.	.....	1.30	...	45 Colts	.....	1.95	2.10
35 S. & W.	.....	1.15	...	45 Colts Auto	.....	2.10	2.50
38 W. C. F.	.....	1.50	...	Center Fire Military			
44 W. C. F.	.....	1.50	1.75	and Sporting—			
44 X. L.	.....	1.60	1.80	22 Savage	.....	1.40	1.95
44 Game Getter	.....	1.50	1.60	250-3000 Savage	.....	1.90	2.55
Rim Fire, Ball—				25-21 Stevens	.....	1.80	2.55
BB Caps	.....	.35	.35	25-25 Stevens	.....	1.90	2.55
OB Caps	.....	.45	.45	25-35 Winchester	.....	1.20	1.20
22 Short	.....	.25	.30	25-35 Short Range	.....	1.20	1.20
22 Saut H. P.	.....	.35	.35	25-35 Marlin	.....	1.20	1.20
22 Long	.....	.35	.40	25 Remington Rimless	.....	1.20	1.20
22 Long H. P.	.....	.40	.45	6 MM U. S. N.	.....	1.85	1.85
22 Long Rifle	.....	.40	.45	7 MM Special Mauser	.....	1.85	1.85
22 Long Rifle H. P.	.....	.45	.45	7.65 MM Bel Mauser	.....	1.85	1.85
22 W. R. F.	.....	.50	.55	8 MM Mauser	.....	1.85	1.85
22 W. R. F., H. P.	.....	.55	.60	9 MM Mauser	.....	2.05	2.05
22 Win. Auto	.....	.55	.60	30-30 Winchester	.....	1.85	1.85
22 Win. Auto, H. P.	.....	.60	.60	30 Remington Rimless	.....	1.85	1.85
25 Short Stevens	.....	.60	...	30 Government Rimless	.....	2.05	2.05
25 Stevens	.....	.80	...	308 Savage	.....	1.85	1.85
32 Short	.....	.60	...	32 Remington Rimless	.....	1.35	1.35
32 Long	.....	.70	...	32-40 Winchester	.....	1.05	1.20
38 Short	.....	1.00	...	32-40 Winchester HV	.....	1.35	1.35
38 Long	.....	1.00	...	32 Winchester Slf. Ldg.	.....	2.45	2.45
41 Short	.....	1.05	...	32 Winchester Special	.....	1.35	1.35
Center Fire Pistol—				33 Winchester	.....	1.80	1.80
22 Win. SS	.....	1.30	1.50	35 Remington Rimless	.....	1.55	1.55
25 Colts Auto	.....	1.35	1.35	35 Winchester	.....	1.95	1.95
25-20 Single Shot	.....	1.55	1.75	35 Winchester Slf. Ldg.	.....	2.55	2.55
25-20 Win	.....	1.35	1.60	351 Winchester Slf. Ldg.	.....	2.85	2.85
25-20 Win HV	.....	1.75	...	38-55 Winchester Lead	.....	1.30	1.55
7-63 MM-Mauser	.....	2.15	2.15	38-55 Winchester HV	.....	1.65	1.65
7-65 MM-Mauser	.....	2.15	2.15	38-55 Winchester	.....	1.30	1.55
9 MM-Luger	.....	2.30	...	40-60 Marlin	.....	1.35	1.35
32 Colts Auto	.....	1.35	...	40-60 Winchester	.....	1.35	1.55
32 Colts Short	.....	1.00	1.10	40-65 Winchester	.....	1.35	1.65
32 Colts Long	.....	1.15	1.25	40-70 Winchester	.....	1.40	1.65
32 Colts Police Positive	.....	1.15	1.25	40-72 Winchester	.....	1.40	1.65
32 S. & W.	.....	1.00	1.10	40-82 Winchester	.....	1.40	1.65
32 S. & W. Long	.....	1.15	1.25	401 Winchester Auto	.....	1.55	1.55
32-20 Marlin	.....	1.40	1.80	405 Winchester	.....	2.20	2.20
32 Winchester	.....	1.40	1.80	45-60 Winchester	.....	1.40	1.60
32-20 Win HV	.....	1.80	...	45-70 405 Government	.....	1.40	1.60
35 S. & W. Auto	.....	1.55	...	45-75 Winchester	.....	1.40	1.65
38 Colts Auto	.....	2.20	...	45-90 Winchester	.....	1.50	1.65
38 Colts Short	.....	1.25	1.35	SHELLS, LOADED—			
38 Colts Long	.....	1.80	1.50	Peters' Target and High Gun.			
38 Colts Police Positive	.....	1.25	1.35	Winchester Repeater or Rem			
				ington U. M. C. Nitro Club—			
				12 3 drs. x 1 oz., 24 grs. x 1			
				oz., drop shot			\$1.25

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.75 each; No. 30, 4 1/2 White, \$3.75 each; No. 231, 3 1/2 Sierra, \$3.25 ea.; No. 231, 4 Sierra, \$3.25 ea.; No. 231, 4 1/2 Sierra, \$3.25 ea. Railroad, No. 30 B, White, \$4.00 each; No. 30 B, 5 1/2 White, \$4.00 each; No. 233, 5 Sierra, \$3.50 each; No. 233, 5 1/2 Sierra, \$3.50 each. Ship, No. 44, 4 White, \$4.25 each; No. 44, 4 1/2 White, \$4.25 each; No. 44, 4 1/2 White, \$4.50 each; No. 45, 4 1/2 White, \$5.00 each; No. 45, 5 White, \$5.00 each; No. 235, 4 Sierra, \$3.75 each; No. 235, 4 1/2 Sierra, \$3.75 each.

ANCHORS—Screws per 100, 8-16, \$4.15; 1/4, \$6.25

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 c lb.: 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 c lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/2-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack \$6.00

AUGERS—Greenlee Carpenters Nut, No. 57.
Size 1/2 3/4 1 1 1/4 1 1/2 1 3/4
Each \$1.00 \$1.00 \$1.15 \$1.25 \$1.35 \$1.65
Size 1 1/2 1 3/4 2 2 1/4 3
Each \$2.00 \$2.35 \$2.65 \$4.00 \$8.00

Greenlee Ship.

16ths	.....	8-10	11-12	13	14	15	16
60 each	.....	\$1.60	\$1.75	\$1.75	\$1.85	\$1.95	\$2.00
62 each	.....	1.95	2.00	2.00	2.15	2.20	2.25
16ths	.....	17	18	19	20	21	22
60 each	.....	\$2.15	\$2.25	\$2.30	\$2.40	\$2.50	\$2.50
62 each	.....	2.50	2.65	2.60	2.80	3.15	3.15
16ths	.....	23	24	25	26	27	28
60 each	.....	\$2.85	\$3.00	\$3.30	\$3.45	\$3.75	\$4.10
62 each	.....	3.50	3.60	3.65	3.75	4.10	4.40
16ths	.....	29	30	31	32		
60 each	.....	\$4.40	\$4.70	\$5.00	\$5.35		
62 each	.....	4.70	5.35	5.95	6.25		

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 656, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Drednaught, 3-4, \$2.75 each; Drednaught, 3 1/2-4 1/2, \$2.75 each; Drednaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3 1/2-4 1/2, \$3.25 each;

(Continued on page 179)

RETAIL SELLING PRICES—Continued.

L. & G. ENAMELED WARE

0	Oval Foot Baths.	150	.....	.50	08	Drinking Cups.	220	.....	2.00	1	Covered Bake Pans.	1	.....	\$.65
1	.....	250	.....	.55	09	.....	222	.....	2.50	20	.....	2	.....	\$.20
2	.....	350	.....	.65	010	.....	2121	.....	1.90	80	.....	1	.....	\$.35
3	.....	450	.....	.80	8	.....	2141	.....	1.45	40	.....	20	.....	\$.40
4	.....	550	.....	1.00	9	.....	2161	.....	1.75	50	.....	80	.....	.45
	Coffee Biggins.	650	.....	1.25	10	.....	2181	.....	2.00	60	.....	40	.....	.50
0	.....	850	.....	1.50	11	.....	2201	.....	2.25		.....	50	.....	.55
01	.....	1050	.....	1.75		Pieced Cups.	2221	.....	2.75		.....	60	.....	.60
00	.....	1250	.....	.60	20	.....		Milk Kettles.	70	.....	Bed or Douche Pans.		.....
010	.....	1501	.....	.70	25	.....	70	.....	.40	2	.....	2	.....	\$.20
020	.....	2501	.....	.80	40	.....	71	.....	.50		.....	1	.....	\$.30
030	.....	3501	.....	.95		Straight Cups.	72	.....	.65		.....	2	.....	\$.35
040	.....	4501	.....	.80	0	.....	73	.....	.75		.....	11	.....	.55
050	.....		Covered Buckets.	6501	.....	6	74	.....	.90		.....	12	.....	.65
	Coffee Boilers.	8501	.....	1.40	10501	.....	75	.....	1.05		.....	13	.....	.75
60	.....	12501	.....	2.00	12501	.....	81	.....	.50		.....	08	.....	\$.35
70	.....		Rd. Dinner Buckets.	080	.....	50	82	.....	.65		.....	04	.....	.40
80	.....		.....	040	.....	10	83	.....	.75		.....	01	.....	.50
90	.....		.....	501	.....	Measuring Cups.	84	.....	.70		.....	02	.....	.55
100	.....		.....	502	.....	After Dinner Cups &	85	.....	1.05		.....		.....
601	.....		.....	503	.....	Saucers	86	.....	1.05		.....		.....
701	.....		.....		Miners' Dinner Buckets.	10	87	.....	1.65		.....		.....
801	.....		.....	10	.....	Cups & Saucers.	88	.....			.....		.....
901	.....		.....	100	.....	.....	89	.....			.....		.....
1001	.....		.....	20	.....	.....	90	.....			.....		.....
	Fish Boilers.	20	.....	400	.....	.....	91	.....			.....		.....
218	.....		.....	10	.....	.....	92	.....			.....		.....
220	.....		.....	100	.....	.....	93	.....			.....		.....
222	.....		.....	20	.....	.....	94	.....			.....		.....
2181	.....		.....	400	.....	.....	95	.....			.....		.....
2201	.....		.....	10	.....	.....	96	.....			.....		.....
2221	.....		.....	20	.....	.....	97	.....			.....		.....
	Ham Boilers.	20	.....	80	.....	.....	98	.....			.....		.....
170	.....		.....	Flaring Cocoa Shaped	.....	.....	99	.....			.....		.....
175	.....		.....	Dippers.	.....	.....	100	.....			.....		.....
	Milk or Rice Boilers.	161	.....	151	.....	.....	101	.....			.....		.....
14	.....		.....	Genuine Cocoa	.....	.....	102	.....			.....		.....
16	.....		.....	Shaped Dippers.	.....	.....	103	.....			.....		.....
18	.....		.....	.....	.....	.....	104	.....			.....		.....
20	.....		.....	Cup Dippers.	.....	.....	105	.....			.....		.....
22	.....		.....	.....	.....	.....	106	.....			.....		.....
24	.....		.....	.....	.....	.....	107	.....			.....		.....
26	.....		.....	.....	.....	.....	108	.....			.....		.....
28	.....		.....	.....	.....	.....	109	.....			.....		.....
30	.....		.....	.....	.....	.....	110	.....			.....		.....
32	.....		.....	.....	.....	.....	111	.....			.....		.....
34	.....		.....	.....	.....	.....	112	.....			.....		.....
36	.....		.....	.....	.....	.....	113	.....			.....		.....
38	.....		.....	.....	.....	.....	114	.....			.....		.....
40	.....		.....	.....	.....	.....	115	.....			.....		.....
42	.....		.....	.....	.....	.....	116	.....			.....		.....
44	.....		.....	.....	.....	.....	117	.....			.....		.....
46	.....		.....	.....	.....	.....	118	.....			.....		.....
48	.....		.....	.....	.....	.....	119	.....			.....		.....
50	.....		.....	.....	.....	.....	120	.....			.....		.....
52	.....		.....	.....	.....	.....	121	.....			.....		.....
54	.....		.....	.....	.....	.....	122	.....			.....		.....
56	.....		.....	.....	.....	.....	123	.....			.....		.....
58	.....		.....	.....	.....	.....	124	.....			.....		.....
60	.....		.....	.....	.....	.....	125	.....			.....		.....
62	.....		.....	.....	.....	.....	126	.....			.....		.....
64	.....		.....	.....	.....	.....	127	.....			.....		.....
66	.....		.....	.....	.....	.....	128	.....			.....		.....
68	.....		.....	.....	.....	.....	129	.....			.....		.....
70	.....		.....	.....	.....	.....	130	.....			.....		.....
72	.....		.....	.....	.....	.....	131	.....			.....		.....
74	.....		.....	.....	.....	.....	132	.....			.....		.....
76	.....		.....	.....	.....	.....	133	.....			.....		.....
78	.....		.....	.....	.....	.....	134	.....			.....		.....
80	.....		.....	.....	.....	.....	135	.....			.....		.....
82	.....		.....	.....	.....	.....	136	.....			.....		.....
84	.....		.....	.....	.....	.....	137	.....			.....		.....
86	.....		.....	.....	.....	.....	138	.....			.....		.....
88	.....		.....	.....	.....	.....	139	.....			.....		.....
90	.....		.....	.....	.....	.....	140	.....			.....		.....
92	.....		.....	.....	.....	.....	141	.....			.....		.....
94	.....		.....	.....	.....	.....	142	.....			.....		.....
96	.....		.....	.....	.....	.....	143	.....			.....		.....
98	.....		.....	.....	.....	.....	144	.....			.....		.....
100	.....		.....	.....	.....	.....	145	.....			.....		.....
	Smls. Bowls.	1	.....	.....	.....	.....	146	.....			.....		.....
9-10	.....	1 1/2	.....	.....	.....	.....	147	.....			.....		.....
12-14	.....	2	.....	.....	.....	.....	148	.....			.....		.....
16	.....	3	.....	.....	.....	.....	149	.....			.....		.....
18	.....	4	.....	.....	.....	.....	150	.....			.....		.....
20	.....	5	.....	.....	.....	.....	151	.....			.....		.....
22	.....	6	.....	.....	.....	.....	152	.....			.....		.....
24	.....	7	.....	.....	.....	.....	153	.....			.....		.....
26	.....	8	.....	.....	.....	.....	154	.....			.....		.....
28	.....	9	.....	.....	.....	.....	155	.....			.....		.....
30	.....	10	.....	.....	.....	.....	156	.....			.....		.....
	Soup Bowls.	11	.....	.....	.....	.....	157	.....			.....		.....
125	.....	12	.....	.....	.....	.....	158	.....			.....		.....
26	.....	13	.....	.....	.....	.....	159	.....			.....		.....
28	.....	14	.....	.....	.....	.....	160	.....			.....		.....
30	.....	15	.....	.....	.....	.....	161	.....			.....		.....
32	.....	16	.....	.....	.....	.....	162	.....			.....		.....
34	.....	17	.....	.....	.....	.....	163	.....			.....		.....
36	.....	18	.....	.....	.....	.....	164	.....			.....		.....
38	.....	19	.....	.....	.....	.....	165	.....			.....		.....
40	.....	20	.....	.....	.....	.....	166	.....			.....		.....
42	.....	21	.....	.....	.....	.....	167	.....			.....		.....
44	.....	22	.....	.....	.....	.....	168	.....			.....		.....
46	.....	23	.....	.....	.....	.....	169	.....			.....		.....
48	.....	24	.....	.....	.....	.....	170	.....			.....		.....
50	.....	25	.....	.....	.....	.....	171	.....			.....		.....
52	.....	26	.....	.....	.....	.....	172	.....			.....		.....
54	.....	27	.....	.....	.....	.....	173	.....			.....		.....
56	.....	28	.....	.....	.....	.....	174	.....			.....		.....
58	.....	29	.....	.....	.....	.....	175	.....			.....		.....
60	.....	30	.....	.....	.....	.....	176	.....			.....		.....
62	.....	31	.....	.....	.....	.....	177	.....			.....		.....
64	.....	32	.....	.....	.....	.....	178	.....			.....		.....
66	.....	33	.....	.....	.....	.....	179	.....			.....		.....
68	.....	34	.....	.....	.....	.....	180	.....			.....		.....
70	.....	35	.....	.....	.....	.....	181	.....			.....		.....
72	.....	36	.....	.....	.....	.....	182	.....			.....		.....
74	.....	37	.....	.....	.....	.....	183	.....			.....		.....
76	.....	38	.....										

RETAIL SELLING PRICES—Continued

55 ..... .70	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
56 ..... .75	9 \$.25	58 \$.25	1650 1.90	224 7.50
Muffin Pans.	10 ..... .30	59 ..... .30	1850 2.35	236 9.00
406 ..... .45	12 ..... .30	60 ..... .35	Berlin Sauce Pots.	312 9.00
408 ..... .55	14 ..... .35	Coffee Pots.	02 \$.55	318 12.00
409 ..... .65	16 ..... .35	2 1/2 \$.55	03 ..... .65	324 15.00
412 ..... .75	18 ..... .40	3 ..... .60	04 ..... .75	336 18.00
Corn Oake Pans.	20 ..... .45	4 ..... .65	05 ..... .85	Bread Raisers.
706 \$.55	22 ..... .55	5 ..... .65	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	15 ..... .65	08 1.15	14 2.00
709 ..... .75	26 ..... .65	25 ..... .75	010 1.40	17 2.25
712 ..... .85	28 ..... .80	35 ..... .85	012 1.65	21 2.75
Milk Pans.	30 ..... .95	45 ..... .90	021 ..... .65	101 2.00
00 \$.20	Straight Sauce Pans.	55 1.05	081 ..... .75	141 2.25
01 ..... .30	250 \$.55	2 1/2 ..... .55	041 ..... .90	171 2.75
0 ..... .25	350 ..... .65	31 ..... .60	051 1.00	211 3.25
15 ..... .25	450 ..... .80	51 ..... .65	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	151 ..... .75	081 1.35	Roasters.
30 ..... .35	Shallow Stew Pans.	251 ..... .85	0101 1.65	150 \$2.50
40 ..... .40	3 \$.30	351 ..... .90	0121 1.85	180 3.25
50 ..... .45	4 ..... .35	451 1.00	Convex Sauce Pots.	300 4.20
60 ..... .50	5 ..... .40	551 1.15	212 \$1.05	Grocers' Scoops.
80 ..... .55	6 ..... .50	015 1.00	214 1.25	2 \$.40
100 ..... .70	Deep Stew Pans.	035 1.15	216 1.50	8 ..... .50
120 ..... .85	14 \$.35	045 1.20	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	055 1.35	220 2.00	5 ..... .65
50 \$.25	18 ..... .40	051 1.00	222 2.50	30 ..... .55
100 ..... .35	20 ..... .45	0151 1.05	2141 1.40	80 ..... .65
150 ..... .50	22 ..... .50	0251 1.15	2161 1.75	40 ..... .85
200 ..... .80	Molasses Pitchers.	0351 1.30	2181 2.00	50 1.00
300 ..... .85	601 \$.55	0451 1.40	2201 2.25	Flat Skimmers.
400 ..... .90	Convex Water	0551 1.55	2221 2.75	9 \$.20
500 ..... .95	Pitchers.	Tea Pots.	Oval Sauce Pots.	10 ..... .30
600 ..... .95	401 \$.60	00 \$.50	2 \$2.00	11 ..... .35
800 ..... .95	402 ..... .65	01 ..... .55	3 2.25	12 ..... .35
1000 ..... .70	403 ..... .75	0 ..... .65	4 2.50	Spittoons.
Pan Pans.	404 ..... .85	10 ..... .70	20 2.25	200 \$.85
1 \$.50	405 ..... .90	20 ..... .80	30 2.50	800 1.10
2 ..... .55	406 1.00	30 ..... .85	40 2.75	Club Spittoons.
3 ..... .65	Water Pitchers.	40 ..... .95	Straight Sauce Pots.	100 \$1.25
30 ..... .75	5 \$1.00	50 1.05	014 \$.50	Hotel Spittoons.
Berlin Sauce Pans.	10 1.15	001 ..... .60	016 ..... .65	150 \$2.50
02 \$.55	20 1.25	011 ..... .65	018 ..... .70	Basting Spoons.
03 ..... .65	0 ..... .70	01 1/2 ..... .70	020 ..... .85	10 \$.15
04 ..... .75	1 ..... .80	101 ..... .80	022 1.00	12 ..... .20
05 ..... .85	2 ..... .90	201 ..... .85	024 1.25	14 ..... .20
06 ..... .95	3 1.05	301 ..... .95	026 1.50	16 ..... .20
08 1.15	4 1.20	401 1.05	028 2.00	18 ..... .25
010 1.35	6 2.00	501 1.15	030 2.25	Steamers.
012 1.65	Pitchers & Bowls.	1000 ..... .95	032 2.50	7 \$1.15
031 ..... .65	100 \$1.55	1010 1.00	80 1.25	8 1.25
031 ..... .75	200 1.75	1020 1.15	100 1.50	9 1.50
041 ..... .90	Dinner Plates.	1030 1.25	120 1.75	Tea Steepers.
051 1.00	19 \$.25	1040 1.40	160 2.25	2 \$.50
061 1.15	20 ..... .30	1050 1.55	200 2.75	8 ..... .55
081 1.40	21 ..... .85	2000 1.00	301 1.40	Handy Strainers.
0101 1.65	Pie Plates.	2010 1.10	1001 1.75	140 \$.15
0121 1.85	27 \$.20	2020 1.20	1201 2.00	Gravy Strainers.
Comb. Dbl. Sauce	28 ..... .30	2030 1.35	1601 2.50	2 \$.35
Pans.	29 ..... .35	2040 1.45	3001 3.00	Jelly Strainers.
1 \$1.50	30 ..... .40	2050 1.65	Covered Stove Pots.	20 \$.80
11 1.75	31 ..... .45	Fireless Cooker Pots	706 \$1.25	Oake Turners.
Comb. Triple Sauce	32 ..... .50	420 \$.85	707 1.50	13 \$.15
Pans.	33 ..... .55	620 1.15	708 2.00	14 ..... .20
10 \$2.25	34 ..... .60	820 1.40	709 2.50	Female Urinals.
101 2.50	41 ..... .85	1420 1.25	7061 1.50	1 \$2.00
Sauce Pans.	Lebanon Pie Plates.	1620 1.60	7071 1.75	2 \$1.85
162 \$.55	47 \$.25	1820 1.90	7081 2.25	Male Urinals.
163 ..... .60	48 ..... .35	450 1.15	7091 2.75	
164 ..... .70	49 ..... .30	650 1.55	Soup Stock Pots.	
	50 ..... .80	850 1.85	212 \$4.50	

(Continued from page 177)

Tuff Temper, 4-5, \$3.50 each; Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/2-4 1/2, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3 1/2-4 1/2, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3 1/2-4 1/2, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3 1/2-4 1/2, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3 1/2-4 1/2, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/2-4 1/2, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-4, \$2.50 each.

BABBITT—Frictionless, 85c lb.; Magnolia, 45c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, \$1.10 lb.; Excelsior, 80c lb.; Acme, 65c lb.; XXXX Nickleled, \$1.40 lb.

BARB—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb.; Ripping or Wrecking, Goose Neck No. 3657—1/2 x 18, 55c each; Goose Neck No. 3659, 3/4 x 24, 85c each; Goose Neck No. 3662, 1/2 x 24, \$1.00 each; Straight Chisel No. 14, 1/2 x 15, 65c each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-8, 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662, \$3.75 each. Ever Ready, same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2 inch Rough, \$1.00 each; 3/4-inch, \$1.25 each; 1/2-inch, \$1.75 each; 1-inch, \$3.05 each.
112—1/2 inch Finished, \$1.25 each; 3/4-inch, \$1.50 each; 1-inch, \$2.25 each; 1 1/2-inch, \$4.25 each.
0112—1/2 inch Nickel-plated, \$1.50 each; 3/4-inch, \$1.75 each; 1-inch, \$2.50 each; 1 1/2-inch, \$4.50 each.
Hose 1118—1/2 inch Rough, \$1.10 each; 3/4-inch, \$1.40 each; 1-inch, \$1.90 each; 1 1/2-inch, \$4.00 each; 1 3/4-inch, \$7.50 each; 2-inch, \$10.00 each.
118—1/2 inch Finished, \$1.50 each; 3/4-inch, \$1.85 each; 1-inch, \$2.40 each; 1 1/2-inch, \$4.50 each.
0118—1/2 inch Nickel plated, \$1.60 each; 3/4-inch, \$1.85 each; 1-inch, \$2.75 each.

BITS—Auger

Size	10ths	3	4-8	9-10	10-12	13-14	14-16	18	20
81—List.									
Doz...	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00	
81—Sell.									
Each...	.50	.45	.50	.60	.75	.90	1.10	1.25	
100—List.									
Doz...	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00	
100—Sell.									
Each...	.65	.55	.65	.65	.85	1.00	1.25	1.40	
101—List.									
Doz...	5.00	6.90	7.00	8.25					
101—Sell.									
Each...	.55	.65	.75	.85					

RETAIL SELLING PRICES—Continued

BITS—Auger—Continued.

Size	16ths.	3	4-6	7	8	9	10	11-12	13-14
35—List.									
Dox.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00	
35—Sell.									
Each	.40	.35	.40	.45	.50	.55	.60	.70	
Size 16ths.				15-16	17-18	20	22	24	
35—List.									
Dox.				9.00	10.50	12.00	13.50	15.00	
35—Sell.									
Each				.80	.90	1.00	1.15	1.30	
Size 16ths.	4-6	7	8	9	10	11	12	13	
47—List.									
Dox.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50	
47—Sell.									
Each	.70	.75	.85	.95	1.05	1.15	1.25	1.35	
Size 16ths.							14	15	16
47—List.									
Dox.							19.00	20.50	22.00
47—Sell.									
Each							1.20	1.30	1.40
Size 16ths.	5-8	9	10	11	12	13	14	15	
53—List.									
Dox.	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50	
53—Sell.									
Each	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45	

Solid Center, in Sets—111½, \$1.05 set; 15, \$3.85 set; 26, \$6.00 set; 85, \$8.50 set; 350, \$8.50 set.

Irwin, in Sets—58, \$4.75 set; 55, \$7.00 set; 550, \$7.00 set; Russell Jennings, in Sets—4520½, \$7.00 set; 4582½, 4582½ C, \$10.00 set; 4720½, \$7.00.

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BEVELS—Sliding T—No. 18: 6-in., 95c; 8-in., \$1.20; 10-in., \$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; 14-in., 75c.

BLOCKS—Wood Tackle.	Com.	Com.	Com.	Pat.	Pat.	Pat.
	Sngl.	Dbl.	Triple	Sngl.	Dbl.	Trpl.
3-inch	.80	\$1.45	\$1.90	\$1.20	\$2.20	\$3.30
4-inch	.95	1.75	2.35	1.30	2.50	3.60
5-inch	1.00	1.90	2.50	1.40	2.80	3.85
6-inch	1.20	2.20	3.20	1.65	3.15	4.85
7-inch	1.45	2.65	3.85	1.85	3.65	5.50
8-inch	1.80	3.10	4.65	2.50	4.50	6.60
10-inch	3.00	4.90	6.85	3.85	6.60	9.85
12-inch	4.85	8.25	11.70	5.80	10.00	14.50

BLOCKS—Steel Tackle	Size	Single	Double
3-inch		.80	\$1.60
4-inch		1.00	1.90
5-inch		1.10	2.10
6-inch		1.30	2.40
8-inch		2.50	4.85
10-inch		4.20	7.00

BLOCKS—Wood Snatch.	Size	Price
6-inch		\$8.00
8-inch		4.85
10-inch		6.85
12-inch		7.60

BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal \$80.00.

BOARDS, IRONING—With Table—No. 3, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$8.25 each; No. 20, Springer, 54x13", no sleeve board, \$8.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.85 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—Paper Lined—No. 45—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36, \$2.15 each; 32x42, \$2.75 each. No. 200—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.25 each.

Wood Lined—No. 80—24x24, \$1.75 each; 26x26, \$2.10 each; 28x28, \$2.35 each; 30x30, \$2.75 each; 32x32, \$3.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.40 each; 26x32, \$2.40 each; 28x34, \$2.75 each; 30x38, \$3.25 each; 32x42, \$3.75 each.

BOARDS, WASH—Toy No. 815, 25c each; Single Zinc No. 820, 50c each; 980, 55c each; 983, 55c each; Double Zinc No. 984, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 75c each.

BOLTS—	Contractors.	Retail, by doz.
Carriage—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Machine—		
Small	Plus 10%	Plus 50%
Large	Plus 25%	Plus 50%
Stove Bolts, 80% off List.		
Stud	Plus 80%	Plus 50%

BOLTS—		Common Carriage—		3-16 & ¼-in.	5-16-in.	¾-in.	1-in.
		Dox.	100	Dox.	100	Dox.	100
1-1 ½	.....	20.	1.00	25.	1.40	30.	1.90
2	.....	20.	1.10	25.	1.52	30.	2.06
2 ½	.....	20.	1.20	30.	1.64	35.	2.22
3	.....	20.	1.80	30.	1.76	35.	2.88
3 ½	.....	25.	1.40	30.	1.88	40.	2.54
4	.....	25.	1.50	30.	2.00	40.	2.70
4 ½	.....	25.	1.60	35.	2.12	45.	2.86
5	.....	25.	1.70	35.	2.24	45.	3.02
5 ½	.....	30.	1.80	40.	2.36	50.	3.18
6	.....	30.	1.90	40.	2.48	50.	3.34
6 ½	.....	35.	2.15	45.	2.80	55.	3.72
7	.....	35.	2.40	45.	3.11	60.	4.10
7 ½	.....	40.	2.75	50.	3.24	65.	4.32
8	.....	40.	3.05	50.	3.87	65.	4.54
8 ½	.....	.....	.....	55.	3.51	70.	4.72
9	.....	.....	.....	55.	3.65	75.	4.90
9 ½	.....	.....	.....	60.	3.79	80.	5.08
10	.....	.....	.....	60.	3.92	80.	5.27

BOLTS—		Machine Square Head and Nut—					
		$\frac{1}{4}$ -in.		5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
		Dox.	100	Dox.	100	Dox.	100
1-1 $\frac{1}{2}$	...	.25	1.70	.30	2.00	.35	2.40
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.60	3.68	.80	5.80
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
2	...	.25	1.78	.30	2.12	.35	2.56
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.65	3.73	.85	5.69
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
2 $\frac{1}{2}$	...	.30	1.86	.35	2.24	.40	2.72
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.70	4.10	.90	5.89
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
3	...	.30	1.94	.35	2.36	.40	2.88
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.70	4.47	.95	6.08
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
3 $\frac{1}{2}$	...	.30	2.02	.40	2.48	.45	3.04
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.75	4.73	1.05	6.66
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
4	...	.30	2.10	.40	2.60	.45	3.20
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.80	5.00	1.10	7.24
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
4 $\frac{1}{2}$	...	.35	2.20	.45	2.75	.50	3.40
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.85	5.26	1.15	7.62
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
5	...	.35	2.30	.45	2.90	.50	3.59
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.85	5.53	1.20	8.01
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
5 $\frac{1}{2}$	...	.40	2.39	.50	3.02	.55	3.75
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.90	5.80	1.25	8.40
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
6	...	.40	2.47	.50	3.14	.60	3.91
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				.95	6.06	1.30	8.79
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
6 $\frac{1}{2}$	...			.55	3.27	.65	4.07
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.00	6.33	1.40	9.17
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
7	...			.55	3.39	.65	4.24
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.00	6.59	1.45	9.56
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
8	...			.60	3.63	.70	4.59
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.10	7.12	1.60	10.34
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
9	...					.75	4.90
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.15	7.65	1.75	11.12
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
10	...					.80	5.23
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.20	8.18	1.85	11.89
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
11	...					.85	5.55
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.30	8.71	1.95	12.67
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
12	...					.90	5.87
				$\frac{1}{4}$ -in.		$\frac{1}{4}$ -in.	
				1.40	9.24	2.05	13.44
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
13	...			1.50	9.77	2.20	14.23
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
14	...			1.60	10.80	2.30	15.00
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
15	...			1.70	10.88	2.40	15.77
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.
16	...			1.75	11.86	2.50	16.54
				5-16-in.		$\frac{1}{4}$ -in.	7-16-in.

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum.

	Thermos.	Universal.
10	\$1.75	61 \$1.75
10q	2.75	62 2.75
11	3.00	21 2.00
11q	3.25	22 3.25
14	2.25	71 2.25
14q	3.50	72 3.50
15 1/2	2.75	91 3.00
15	3.00	92 4.50
15q	4.50	81 3.25
6	3.25	82 5.00
6q	5.00	

Fillers—Thermos and Universal.

1/2 Pint		\$1.25
1 Pint		1.50
1 Quart		2.50
Lunch Kits—	Thermos.	Universal.
891 and 895	\$8.00	810 \$8.25
392 and 396	3.25	410 3.50
393 and 397	3.50	510 3.75
394 and 398	4.25	

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	\$.20	3x 4	\$.35
4x 5	.25	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	2.25	N.P. & O.O. same as B.P.	

BRACES—

P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 8208, \$1.85 each; 8310, \$2.00 each; 8708, \$2.40 each; 8710, \$2.50 each; 3712, \$2.60 each; 4608, \$3.00 each; 4610, \$3.25 each; 4612, \$3.50 each; 5008, \$3.35 each; 5010, \$4.10 each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210, \$5.50 each; 8212, \$5.75 each.
--

BOXES—Mitre—

Goodell—	Each	Stanley—	Each
285	19.90	50 1/2	10.50
305	20.00	246	22.00
306	22.00	358	25.00
		460	30.00
Langdon—		Star—	
72	19.50	40	3.75
73	20.50	41	4.25
74	23.00	Stearns' Perfection—	
75	24.00	20	3.25

BRADS—Wire

Bulk per lb.	1/2-lb. pkg.	1/4-lb. pkg.
1/2 and 3/4 inch	\$.30	\$.15
3/4 to 1 1/4 inch	.20	.10
1 1/4 to 2 inch	.15	.10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—	1 1/2	2	2 1/2	3	3 1/2	4	5
40.... Dos.	.20	.25	.30	.40	.45	.50	.85
1040.... Dos.	.90	1.10	1.25	1.65	1.90	2.30	2.75

BROOMS—

No. or Brand	Each	Household	No. or Brand	Each
0 Toy	\$.25	Pima		1.50
00 Toy	.85	Navajo		1.30
Astec	.90	Warehouse		1.35
Cortez	1.10	10		1.45
Verde	1.25	229		.65
Union	1.15	280		.90
Apache	1.25			

Push or Street

114 B	1.35	252	1.35
116 B	1.40	253	1.50
180	1.00	254	1.75
181	1.15	256	.85
182	1.35	258	1.40
183	2.00	260	1.65

BRUSHES—

	Casting	14	1.15
		16	1.30
3		112	1.50
5 1/2		114	1.70
7		116	2.00
10		214	1.15
15		216	1.85
	Counter or Dusting	218	2.10
15		220	2.40
17		224	3.00
20		312	1.80
7		314	1.60
	Floor or Garage	316	1.85
13		614	4.00

616 4.75

618 6.00

Hand or Nail

Daisy10

Windsor10

Horse

Collie95

Hound70

Mastiff65

Pointer50

Spaniel85

St. Bernard90

Shoo Fly50

Wolf70

7240

7355

78 P50

80070

Kalsomine

240 5.50

310 2.00

Marking

110

210

310

415

515

615

Paint

151 2 1/225

835

8 1/245

460

155 850

8 1/265

485

159 4 1/2 1.00

2 1/255

365

8 1/285

4 1.10

165 895

8 1/2 1.35

4 1.60

4 1/2 2.00

328 8 1/2 1.75

4 2.10

4 1/2 2.65

Roofing

401 1.40

404 1.65

Sash

20 220

420

625

835

Window

0080

865

1510, Squeegee85

1510, Squeegee80

BUCKETS—

Common Galv.

8 \$.40

1050

1260

1465

1675

Garbage Galv.

00 \$1.60

02 1.85

08 2.25

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00.

Oil. Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle, 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

Cupboard

No. or Brand

024 \$.15

4002 R. EA. HA.15

4002, SR. SHA. KF, E15

4112, R. EA. H. A.15

No. or Brand

4112, SR. SHA. KF, E15

8002, EA. SHA, E.85

9400, R. EA.85

9400, SHA, E.60

Elbow

1005

1210

1520

1805

Forge

85 F05

11 F10

French Window

210810

4102, SR. SHA. KF, E15

Scrub

Alligator40

Bird45

Boston35

Cat30

Cruiser40

Duck25

Gem20

Goose35

Hub85

Monitor40

Mouse20

Rat25

50125

51030

51225

60125

60460

Shoe

030

1420

2140

2225

2385

2485

21475

60850

Sink

Magic15

Owl15

1 Pot (0)05

01 Wire15

Shaving

12465

12580

12685

23190

232 1.25

25040

252 2.75

260 3.00

27525

31085

34985

35085

35790

371 1.00

491 1.00

492 1.10

493 1.85

50055

278185

687085

Stencil

408 425

630

840

1050

1512, Squeegee \$.55

1514, Squeegee40

1516, Squeegee60

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 85c lb.
CORD. SASH—Samson Spot (Hanks)—No. 6 8, \$2.25 hank;
7 8, \$3.00 hank; 8 8, 8 SO \$9.60 hank; 10 8, 10 SO, \$5.75
hank; 12 8, 12 SO, \$8.00 hank; WP 12 SO (coils), \$1.45
lb.
Phoenix (coils only)—6 C, \$1.10 lb.; 7 C, \$1.10 lb.; 8 C,
\$1.10 lb.; 10 C, \$1.10 lb.; 12 C, \$1.10 lb.; 14 C, 16 C,
WP 8 C, \$1.10 lb.
Union (hanks)—6, \$1.55 hank; 7, \$1.90 hank; 8, \$2.65
hank; 10, \$3.85 hank; 12, \$5.25 hank.

COTTERS—Hammer Lock or Regular Spring.						
	1-16, 5-64, 3-32 in.		½ in.		5-32 in.	
Length	100	1000	100	1000	100	1000
¼-inch.....	\$.20	\$1.25	\$.80	\$2.00	\$.85	\$2.40
⅜-inch.....	.25	1.40	.80	2.00	.40	3.00
1 ⅜-inch.....	.25	1.65	.85	2.25	.45	3.25
1 ¼-inch.....	.25	1.80	.40	2.55	.50	3.50
1 ½-inch.....	.30	2.05	.45	2.85	.60	4.00
2 ⅜-inch.....	.35	2.50	.50	3.40	.70	4.75
	3-16 in.		¾ in.		5-16 in.	
¾-inch.....	\$.50	\$3.75	.....	.....	.....	.....
1 ⅜-inch.....	.60	4.25	\$1.00	\$6.75	\$1.75	\$11.00
1 ¼-inch.....	.70	5.00	1.10	8.00	2.00	14.50
1 ½-inch.....	.80	5.50	1.25	9.00	2.00	14.50
1 ¾-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2 ⅜-inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2 ½-inch.....	1.10	7.75	2.00	14.00	3.00	20.00

CUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$3.90; No. 3, \$6.50; No. 4, \$18.00; No. 5, \$19.50; No. 6, \$26.00. **Saunders—**No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4, \$12.60.

DIVIDERS—Wing, No. 85, 6-inch, 85c pair; 8-inch, 85c pair; 10-inch, 50c pair; 12-inch, 75c pair.
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.

DOORS—Screen.
Common, $\frac{3}{8}$ -inch, 2-6x6-6 **\$2.15**

Common, 3/4-inch, 2-8x6-8	2.35
Common, 1 1/4-inch, 2-6x6-6	2.50
Common, 1 1/4-inch, 2-8x6-8	2.65
Common, 1 1/4-inch, 2-10x6-10	2.85
Common, 1 1/4-inch, 8x7	3.25

DOORS—Ash Plt.	12x15	3.50
8x8, each	\$1.40	
8x10	1.50	Ash Traps—
10x12	1.80	7x9
		.55

DRILLS—		Millers Falls (Brest)	
10	.....	\$ 7.25	029 6.25
11	.....	7.00	87 11.50
12	.....	6.50	97 12.00
18	.....	7.50	118 7.25

555	Yankee	8.00	5555	8.00
	Millers Falls (Hand)			
1		8.25	5	8.50
2		4.75	981	6.00
4		1.15		

	Millers Falls Drill Points, 1 to 8, set 50c.	
	Yankee	
1520	4 00	1545 8 00

1580	4.00	1545	8.00
Yankee Automatic			
41	2.25	44	2.50

42	.....	1.75	50	.....	8.50
Yankee Chucks and Drill Points					

No.	Set.	No.	Set.
800 .....	.85	805 .....	.50
801 .....	.85		

801	.....	.85		
			Yankee Drill Points	
No.		Each.	No.	Each.

810	.....	.75	820	.....	.10
Bell Hangers' or Electricians					

O 114 E, S 109 B... Open O 114 F (Fish Wire) Open
Bit Stock
O 114 M 890

Blacksmiths' Round Shank

O 116	Open	O 120	Open
M 110	Open	M 112	Open

M 418	.....	Open	M 418	.....	Open
S 110	.....	Open	S 111	.....	Open

Seneca Ratchet Shank

Square Ratchet Shank			
O 111	Open	M 400	Open
M 109 E	Open	S 194 A	Open

Q 108	Open	Q 109	Open
	Straight Shank		
Q 108		Q 109	Open

M 105	.....	M 106	.....	Open
M 880	.....	M 882	.....	Open
G 125	.....	G 126	.....	Open

S 105	S 106	Open
O 108 A.....	O 110	Open
M 107	M 104	Open

M 107	.....	M 104	.....	Open
M 840	.....	M 814	.....	Open
S 107	.....	S 104 B	.....	Open

<u>Q</u> 106	.....	Taper Shank	Open
		Open	M 802
			Open

M 102 Open S 104 Open

Bita, Wood (Syracuse Pattern)			
O 114 A, S 109 A—		O 114 A, S 109 A—	
2	.35	12	.55
3	.35	13	.60
4	.35	14	.60
5	.30	15	.65
6	.30	16	.70
7	.35	17	.75
8	.40	18	.80
9	.45	19	.85
10	.50	20	.90
11	.55	24	1.25

C 114, M 109 or M 890, and S 108—		Bit Stock	C 114, M 109 or M 890, and S 108—	
1-16	.20	15-82	.90	
3-32	.20	¾	1.00	
½	.25	17-82	1.15	
5-82	.30	9-16	1.25	
8-16	.35	19-82	1.35	
7-32	.40	¾	1.50	
¾	.45	11-16	1.60	
9-32	.50	¾	1.85	
5-16	.60	13-16	2.00	
11-82	.65	¾	2.25	
¾	.75	15-16	2.40	
13-82	.80	1	2.45	
7-16	.85			

Straight Shank		Jobbers	
Ø 108, M 105 or M 880, S 105—		Ø 108, M 105 or M 880, S 105—	
1-82	.15	7-82	.25
8-84	.15	15-84	.30
1-16	.15	¾	.30
5-64	.15	9-32	.35
8-32	.15	5-16	.40
7-64	.15	11-32	.45
¾	.30	¾	.55
9-64	.30	13-32	.65
5-32	.30	7-16	.75
11-64	.30	15-32	.90
3-16	.30	½	1.00
8-34	.35		

Straight Shank,		Wire Gauge	
O 108 A, M 107 or		O 108 A, M 107 or	
M 840, S 107—		M 840, S 107—	
1 to 5	.30	38 to 40	.15
6 to 10	.35	41 to 45	.15
11 to 15	.35	46 to 50	.15
16 to 20	.30	51 to 55	.15
21 to 25	.30	56 to 60	.15
26 to 30	.30	61 to 80	.15
81 to 85	.15		

ELBOWS—Conductor—		Sq. Cor.		Ed.		Ad.	
Pl.	Ed.						
2-inch.....	\$.85	2 1/4 x 1 1/2		1 1/2-inch.....	\$.35		
3-inch.....	.50	3 1/4 x 2 1/2		2-inch.....	.20		
4-inch.....	.60			3-inch.....	.35		

Corrugated—Conductor		Shoes	
2-inch.....	\$.35	2-inch.....	\$.35
3-inch.....	.30	3-inch.....	.30
4-inch.....	.45	4-inch.....	.45
5-inch.....	.90	5-inch.....	.90

ELBOWS—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj., 4 Pc., 25c each; 4, 30c; 5, 30c; 6, 35c. 3-inch Adj. Galvd., 85c each; 4-inch Galvd., 45c each. No. 3 Corg. Jap., 85c each; 4, Corg. Jap., 45c.

EMERY—Grain—		Flour Emery—	
No. 60, per lb.....	\$.25	Per lb.....	.25
No. 70, per lb.....	.25	Stones—(See Stones)	
No. 80, per lb.....	.25	Cloth—(See Cloth)	
No. 90, per lb.....	.25	Wheels—(See Wheels)	
No. 100, per lb.....	.25		

FASTENERS (BRONZE)—No. 582 EA, 45c each; SHA, SHB, E, 50c; 815 EA, 35c; SHA, E, 40c; 1831½, EA, SHA, E, 80c.

Cast Iron and Steel—No. 324, 10c each; 324 R, EA, 15c; E, 15c; 500 R, EA, 15c; KF, E, 15c; 542 R, EA, 10c; SR, SHA, KF, E, 10c; SHB, 10c; 800 R, EA, 10c; SHA, KF, E, 10c; 1831½ F, 50c; 33131, R, EA, 20c; KF, SHA, E, 25c.

Faucets—Cork Lined—	8-inch, each	.....	\$ .20	
7-inch each	\$.15	9-inch, each	\$.25
Felt—Deadening. Size Roll,	$\frac{3}{4}$ -lb., \$3.00; 1-lb., \$4.00; 1½-				
lb., \$6.00. Tarred, 250-ft. roll.	\$1.85 each; 500-ft. roll,				
\$2.60 each.					

FIGURES AND LETTERS (STEEL)—

Figures			Letters		
	Set	Each		Set	Each
3-1/8 inch.....	\$.80	\$.30	1/4 inch.....	\$2.50	\$.20
3-1/4 inch.....	3.50	20	3-1/8 inch.....	2.50	20
1/4 inch.....	1.40	25	1/4 inch.....	4.25	25
5-1/8 inch.....	6.50	45	5-1/8 inch.....	6.50	45
1/4 inch.....	8.00	60	1/4 inch.....	9.00	60
1/4 inch.....	5.50	.80	1/4 inch.....	16.50	.80
1/4 inch.....	17.50	..			
1/4 inch.....	37.50	..			

FILES—Band Saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 45c; 10, 65c. Knife, bastard, 8-8½, 85c; 4, 35c; 5, 45c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 8-8½, 15c; 4, 15c; 4½, 15c; 5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 8-8½, 15c; 4, 15c; 4½, 15c;

RETAIL SELLING PRICES—Continued.

FILES—Continued.

5, 20c; 5½, 20c; 6, 25c; 8, 35c; 10, 45c. Warding, bastard, 3-8½, 25c; 4, 25c; 5, 30c; 6, 35c; 8, 45c. Flat, bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 65c; 14, 90c; 16, \$1.15. Half Round Bastard, 3-4, 35c; 5, 40c; 6, 45c; 8, 50c; 10, 65c; 12, 80c; 14, \$1.05; 16, \$1.40. Mill Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 50c; 14, 75c; 16, \$1.00. Round Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 50c; 14, 75c; 16, 1.00. Square Bastard, 3-4, 25c; 5, 30c; 6, 30c; 8, 35c; 10, 50c; 12, 75c; 14, 95c; 16, \$1.25.

Rasps—Flat Wood, 8 inches long, 60c each; 10, 85c; 12, 1.10; 14, \$1.50; 16, \$2.00. Half Round Wood, 8, 65c; 10, 90c; 12, \$1.20; 14, \$1.60; 16, \$2.15. Half Round Cabinet, 8, 80c; 10, \$1.10; 12, \$1.45; 14, \$1.80; 16, \$2.30.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Oranks, 25c.

FLASHLIGHTS—Eveready Dayco—

Tubular Nos. ... 2602 2604 2612 2616 2619 2627 2628
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.85 \$1.10
Case & Bulb, ea. 1.10 1.85 1.50 1.70 1.90 75 70
Tubular Nos. ... 2680 2681 2682 2683 2684 2688 2689
Complete, each \$1.75 \$2.00 \$2.50 \$2.35 \$2.75 \$3.90 \$4.25
Case & Bulb, ea. 1.85 1.60 1.90 2.35 2.85 2.50 3.65
Pocket Nos. ... 6954 6961 6963 6971 6972 6991 6992
Complete, each \$1.50 \$1.10 \$1.40 \$1.10 \$1.40 \$1.40 \$1.75
Case & Bulb, ea. 1.10 70 95 70 95 1.00 1.80
Tubular Battery Nos. ... 705 706 790 791
Battery only, each \$0.60 \$0.85 \$0.40 \$0.40
Pocket Battery Nos. ... 700 708 750 751 792 793
Battery only, each \$0.40 \$0.45 \$0.40 \$0.45 \$0.40 \$0.45
Kwiklite Flashlights—
Tubular Nos. 5220 5221 5228 5229 5331 6340 6340B
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.75 \$1.90
Case & Bulb, ea. 1.10 1.85 1.50 1.70 1.90 1.85 1.40
Tubular Nos. ... 6341 6341B 6349 6349B 6348 6348B 6351
Complete, each \$2.00 \$2.15 \$2.75 \$2.95 \$2.50 \$2.70 \$3.25
Case & Bulb, ea. 1.60 1.75 2.35 2.55 1.90 2.10 2.65
Pocket Nos. ... 2472 2573 3475 3475B 3577 3577B 3579
Complete, each \$1.10 \$1.40 \$1.40 \$1.50 \$1.75 \$1.90 \$2.10
Case & Bulb, ea. 70 95 1.00 1.10 1.30 1.45 1.65
Watch Chain Nos. 6285 6285B Watch Chain Bat'y No. 1204
Complete, each \$1.25 \$1.35 Battery only, each \$0.35
Case and Bulb, each .95 1.05
Battery
Nos. ... 1202 1208 1208 1207 1271 1301 1308 1309
Battery only, each \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.60 \$0.45 \$0.45
FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—Arctic

No. Each 2
1 ... \$3.00 3 5.35
2 ... 3.50 4 6.25
3 ... 4.00 6 8.00
4 ... 5.00 8 10.25
6 ... 8.25 10 12.00
30 (Toy) ... 2.50 12 16.50
White Mountain 15 19.50
1 20 25.00

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

GALVANIZED WARE—

No.	Boilers, Coffee	Each	Cans, Garbage, Smooth or Corrugated	Each
801½		\$.90	145 (16)	6.00
802		1.10	200, 2	1.15
803		1.85	300, 3	1.50
804		1.90	400, 4	1.80
806		2.15	500, 5	2.10
808		2.60	600, 6	2.50
810		3.00	700, 7	3.00
812		3.40	800 (80)	6.75
			900 (90)	7.75
	Boilers, Wash		Cans, Gasoline	
407 A		2.75	1 P & B	3.50
408 A		3.00	110	.75
409 A		3.20	255	2.10
			605	2.10
	Bowls, Wash		Cans, Oil	
70		.30	01	.60
80		.40	02	.95
	Buckets, Fire		25	2.00
112		1.00	105	1.65
114		1.10	205	1.90
814		1.25		
	Buckets, Well		Dippers	
101		.90	210	.30
121		1.10	616	1.20
141		1.20	617	1.35
	Cans, Ash		Kettles, Camp	
2½		4.85	1 Gallon	.45
3		5.10	1½ Gallon	.60
4		7.00	2 Gallon	.75
5		7.50	3 Gallon	1.00
			4 Gallon	1.15

Pails, Cement

	Pails, Cement	Pots, Watering; or Sprinklers
140	2.40	514
1140	3.15	516
		518
410	1.30	520
412	1.40	522
		526

Pails, Chamber

	Pails, Chamber	Tubs, Foot
12 S	1.00	50
14 S	1.10	51
16 S	1.20	51
18 S	1.40	52
20 S	1.60	53
		54

Pails, Stock

	Pails, Stock	Tubs, Wash
8	.55	0
10	.65	1
12	.75	1
14	.80	2
16	.95	3
220	1.10	10
		20

Pails, Water

	Pails, Water	Pans, Refrigerator
1	.85	410 S
2	1.00	420 S
3	1.25	480 S

GARBAGE CANS—(See Cans)

GATES—Molasses	Stebbins.	Perf.
2	.45	%
3	.50	1
4	.60	1½
5	.65	1½
6	.75	2

GAUGES—Butt—

No. 98	No. 95
No. 98	No. 95½
No. 94	No. 90
	No. 91
No. 61	No. 92
No. 64	No. 97
No. 65	No. 98
No. 77	
No. 71	

GLASSES—

Ground Level—	Proved Level—
1½	1½
2	2
2½	2½
3	3
3½	3½

Gauge Glasses 40% off list.
GLOBES, LANTERN—Cold Blast—No. Gem, 30c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 30c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 35c; 6-0, 20c each.

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 50c lb.

Imperial—	1 oz.	½ pt.	¼ pt.	½ pt.	1 pt.	1 qt.	½ gal.
List...	1.06	1.80	2.80	4.50	7.00	11.25	21.00
Sug. Ret... Each	.10	.20	.35	.40	.65	1.00	1.75
Le Pages—	1 oz.	3 oz.	¼ pt.	½ pt.	1 pt.	1 qt.	1 qt.
List...	1.60	1.65	1.80	2.80	4.50	7.00	11.25
Sug. Ret... Each	.15	.15	.30	.35	.40	.65	1.00

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum No. A, \$8.45 each; B, \$4.25; C, \$4.00; D, \$6.50; E, \$4.85; 2, \$5.75; 3, \$8.00; 4, \$10.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 020 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.

HACKSAWS—Hand—All regular blades (including railroad), Star, Victor and Lenox. 8-in., 10c each, 90c doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.40 doz.

HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.45 each; 1½, \$1.35; 2, \$1.20; 3, \$1.15; 11, \$1.45; 11½, \$1.35; 12, \$1.20; 12½, \$1.15; 13, \$1.10; 14, \$1.00; 200, \$1.90; 611½, \$2.00; 710, \$1.80; 711, \$1.60; 711½, \$1.50; 712, \$1.85; 811½, \$1.65. Maydole Brad—No. 928, 95c each; 927, 90c. Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50 each. Maydole Machinist Ball Pein—No. 875, \$1.90 each; 376, \$1.80; 877, \$1.70; 878, \$1.60; 879, \$1.50; 770, \$2.00; 770½, \$1.75; 771, \$1.60; 772, \$1.45; 773, \$1.30; 774, \$1.20; 775, \$1.10; 776, \$1.00; 777, 95c; 778, 90c.

HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c each.

Auger—No. 1, \$1.00 each; 2, \$1.00 each; 3, \$1.35 each; 4, \$4.50 each; 5, \$2.00 each.
Axe, Broad, No. 815, 70c each.
Axe, Double Bit, No. 812, 70c each.
Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c each; 201, 60c each; 802, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 60, Hunters, 15c each; 1, Hunters, 20c each.

RETAIL SELLING PRICES—Continued.

Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 15c each.
 Drawer, No. 2, all finishes, .65 each; 2 1/2, .60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.
 File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (S), 20c each.

Adze Eye No. 11, 25c each; 13, 25c each; 15, 30c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each.
 Farriers No. 28, 20c each.

Machinist No. 25, 14-inch, 30c; 16-inch, 30c; 18-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 30c; 18-inch, 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.

Hatchet, Box No. 43, 13 1/2-inch, 30c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 30c each; Claw No. 137L, 14-inch, 30c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13-inch, 20c each; Shingling No. 35, 14-inch, 25c each.

Hoe, OXR, 4 1/2, 35c each; XR, 4 1/2, 35c each; XRM, 5 1/2, 55c each; XRM, 6, 75c each; XRMQ, 6, 75c each; XG, 4 1/2, 55c each; XMH, 4 1/2, 60c each; XMH, 5, 65c each; XP, 5 1/2, 55c each; XP, 52, 65c each; XP, 52 1/2, 65c each; XP, 52 1/2, 75c each; 530, Grub, 70c each.
 Maul, No. 335, 65c each; 336, 65c each.
 Mop, No. 7, 30c each; 80, 50c each.

Pick, No. 327, Drifting, 80c each; 427, Drifting, 50c each; 527, Drifting, 55c each; 627, Drifting, 50c each; 325, Surface, 90c each; 425 Surface, 50c each; 525, Surface, 70c each; 625 Surface, 50c each.
 Rake, XR, 5 1/2, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.25 each; 3010, Plumb's, \$2.85; 3011, Plumb's, \$3.00.

Broad, No. TB 1, Plumb's, \$2.00 ea.; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.50; TB 5, Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$2.00; 641, Plumb's, \$2.25; 642, Plumb's, \$2.50; 643, Plumb's, \$2.75; 644, Plumb's, \$3.10; 2991, Plumb's, \$2.00; 2992, Plumb's, \$2.25; 2993, Plumb's, \$2.50; 2994, Plumb's, \$2.75; 2995, Plumb's, \$3.10; 2996, Plumb's, \$3.40.
 Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.35; PTC 2, Philadelphia, \$1.50; PTC 3, Philadelphia, \$1.65; 93, All Steel \$1.00; 610, Plumb's, \$1.50; 611, Plumb's, \$1.65; 612, Plumb's, \$1.85; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75; 2973, Plumb's, \$1.85.

Derrick, 582, Plumb's, \$2.50 each.
 Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.25; 2987, Plumb's, \$2.50.

Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's, \$1.75; 602, Plumb's, \$1.85; 2961, Plumb's, \$1.60; 2963, Plumb's, \$1.80.

Lathing, No. TL 1, Plumb's, \$1.65 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2.15; 620, Plumb's, \$1.65; 621, Plumb's, \$1.75; 1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$3.00; 2980, Plumb's, \$1.75; 2981, Plumb's, \$1.85; 2982, Plumb's, \$2.00.

Shingling, No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.65; 593, Plumb's, \$1.75; 2951, Plumb's, \$1.50; 2952, Plumb's, \$1.65; 2953, Plumb's, \$1.75; Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 50c each; 13, 65c; 15, 80c; 18, 95c.

Linen, No. 12, 70c each; 015, 85c; 18, \$1.00; 030, \$1.15.

HINGES AND BUTTS (Screws Included)—

No. 900 LA Strap Hinges.
 8-inch \$.75 8.00
 10-inch 1.20 12.75
 12-inch 1.75 17.00

No. 935 Cor. Strap Hgs.
 4-inch \$.25 2.40
 5-inch35 3.75
 6-inch40 4.00
 8-inch60 5.60
 10-inch90 9.50
 12-inch 1.35 18.00

No. 904 Lt. Tee Hinges.
 3-inch \$.15 1.75
 4-inch20 2.10
 5-inch20 2.10
 6-inch25 2.40

No. 987 Cor. Tee Hinges.
 4-inch \$.35 3.00
 5-inch40 3.40
 6-inch60 5.00

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 838 Butts.
 8-inch \$.10 .75
 10-inch10 .85
 12-inch10 .95
 1 1/2-inch10 1.05
 1 3/4-inch15 1.20
 2-inch15 1.30
 2 1/2-inch15 1.45
 3-inch20 1.60
 3 1/2-inch20 1.85
 4-inch20 2.15
 4 1/2-inch25 2.50

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 840.
 1 1/2-inch \$.15 1.45
 1 3/4-inch15 1.60
 2-inch15 1.65
 2 1/2-inch20 1.80
 3-inch20 2.00
 3 1/2-inch20 2.00
 4-inch35 3.20

No. 731 1/4.
 2 1/2 x 2 1/2-in. \$.40 .45
 3x3-in.40 .45
 3 1/2 x 3 1/2-in.40 .45
 4x4-in.50 .55
 4 1/2 x 4 1/2-in.75 .85
 5x5-in.95 1.05
 5 1/2 x 5 1/2-in. 1.25 1.35
 6-in.60 .70
 4-in.70 .80
 4 1/2-in.90 1.00

No. 165 F&D2.
 1 1/2-in. \$.35 .40
 2-in.40 .45
 2 1/2-in.45 .50
 3-in.55 .65
 3 1/2-in.65 .75
 4-in.80 .95
 4 1/2-in. 1.20 1.35

No. 165N&SF2.
 1 1/2-in. \$.40 .45
 2-in.45 .50
 2 1/2-in.50 .55
 3-in.60 .70
 3 1/2-in.70 .80
 4-in.80 .90
 4 1/2-in. 1.20 1.30

No. 295 F&D2.
 1 1/2-in. \$.25 .29
 2-in.30 .32
 2 1/2-in.30 .35
 3-in.40 .40

No. 295 SF2.
 1 1/2-in. \$.30 .32
 2-in.35 .37
 2 1/2-in.35 .40
 3-in.40 .40

No. 295N.
 1 1/2-in. \$.35 .38
 2-in.40 .42
 2 1/2-in.45 .46
 3-in.50 .55

No. 733.
 2 1/2 x 2 1/2-in. \$.40 .45
 3x3-in.40 .45
 3 1/2 x 3 1/2-in.40 .45
 4x4-in.50 .55
 4 1/2 x 4 1/2-in.75 .85
 5x5-in. 1.00 1.10
 5 1/2 x 5 1/2-in. 1.25 1.35
 6x6-in. 1.40 1.50

No. 241 F&D2.
 2 1/2 x 2 1/2-in. \$.40 .45
 3x3-in.40 .45
 3 1/2 x 3 1/2-in.40 .45
 4x4-in.50 .55
 4 1/2 x 4 1/2-in.75 .85
 5x5-in. 1.00 1.10
 5 1/2 x 5 1/2-in. 1.25 1.35
 6x6-in. 1.40 1.50

No. 241 SF2.
 2 1/2 x 2 1/2-in. \$.45 .50
 3x3-in.45 .50
 3 1/2 x 3 1/2-in.45 .50
 4x4-in.50 .55
 4 1/2 x 4 1/2-in.60 .65
 5x5-in.75 .80
 5 1/2 x 5 1/2-in.85 .90
 6x6-in. 1.00 1.10

No. 241 H & N.
 2 1/2 x 2 1/2-in. \$.50 .55
 3x3-in.50 .55
 3 1/2 x 3 1/2-in.50 .55
 4x4-in.65 .75
 4 1/2 x 4 1/2-in.90 1.00
 5x5-in. 1.10 1.30
 5 1/2 x 5 1/2-in. 1.35 1.50
 6x6-in. 1.60 1.75

No. 160 F & D2.
 1475 F&D2 \$.20 2.20
 1475 SF2&N25 2.80
 1474 F&D 2 1/235 2.40

No. 160 N.
 2 1/2-in. \$.45 .50
 3-in.50 .60
 3 1/2-in.60 .70
 4-in.65 .75
 4 1/2-in. 1.00 1.15

No. 160 SF2.
 2 1/2-in. \$.45 .55
 3-in.55 .65

No. 295 H.
 1 1/2-in. \$.30 .33
 2-in.35 .36
 2 1/2-in.40 .40
 3-in.45 .46

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 N.
 2x2 \$.40 .46
 2 1/2 x 245 .47
 2 1/2 x 2 1/245 .49
 3x355 .60

No. 289 H.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 F&D2.
 2x2 \$.30 .32
 2 1/2 x 230 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

No. 289 SFD.
 2x2 \$.30 .33
 2 1/2 x 235 .35
 2 1/2 x 2 1/235 .35
 3x345 .48

RETAIL SELLING PRICES—Continued.

HOLLOW WARE—Continued.

Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.00 each; 8, \$1.00 each; 10, \$1.20 each; 11, \$1.05 each.
 Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 010, \$1.60 each; 012, \$1.75 each; 014, \$2.00.
 Kettles, Stove—No. 7, \$2.60 each; 8, \$2.90 each; 9, \$3.40 each; 07, \$2.60 each; 08, \$2.90 each; 09, \$3.40 each.
 Pots, Stove—No. 17, \$3.35 each; 18, \$3.75 each; 19, \$4.25 each; 017, \$3.35 each; 018, \$3.75 each; 019, \$4.25 each.
 Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.10 each; 6, \$1.10 each; 7, \$1.25 each; 8, \$1.35 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.65 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.35 each.
 Waffle Irons—No. 7, \$2.00 each; 8, \$2.85 each; 9, \$2.65 each; 7 D \$2.60 each; 8 D, \$2.90 each; 9 D, \$3.40 each; 11, \$3.25 each; 12, \$4.75 each; 14, \$9.00 each.

HOOKS—Bright.

No.	Doz.	No.	Doz.
0	.85	104	.45
1	.75	105	.85
2	.65	106	.25
3	.55	107	.20
4	.45	108	.15
5	.35	109	.15
6	.20	110	.15
7	.20	111	.10
8	.15	112	.10
9	.15	113	.10
10	.15	114	.10
11	.10		
12	.10		
13	.10		
14	.10		

Gross—60% Discount from List.

Brass No. 1412—	Doz.	1 1/2, 2 for 5c.	Doz.
1/2	.20	1 1/2	.40
3/4	.20	1 1/2	.50
1	.20	1 1/2	.75
1 1/2	.25	2, 2 for 15c.	.85
2	.30	2, 2 for 15c.	.85
Brass Cup No. 181—	Doz.	1, 2 for 5c.	Doz.
1/2	.20	1 1/2	.40
3/4	.20	1 1/2	.50
1	.20	1 1/2	.75
1 1/2	.25	2, 2 for 15c.	.85

HOSE COUPLINGS—Com. Size 1/2, each 20c; 3/4, 20c; 1, 20c.

HOSE (GARDEN)—

Coupled Fifty Foot Lengths—Astec, 1/2 inch 24c foot.
 Astec, 3/4 inch 28c; Deluge, 1/2 inch 28c, Deluge, 3/4 inch, 27c; Delphos, 1/2 inch, 20c; Delphos, 3/4 inch 28c; Sierra, 1/2 inch 22c, Sierra, 3/4 inch, 25c; Simi, 1/2 inch 17c, Simi, 3/4 inch 21c; Solar Cotton, 1/2 inch, 20c, Solar Cotton, 3/4 inch 28c; Summit, 1/2 inch 20c; Summit, 3/4 inch 28c; Ten Cee, 1/2 inch 17c, Ten Cee, 3/4 inch 21c; Torrent, 1/2 inch 28c, Torrent, 3/4 inch 27c; Union Arrow, plain, 1/2 inch 18c, Union Arrow, plain, 3/4 inch 21c, Union Arrow, WW, 1/2 inch 21c, Union Arrow, 3/4 inch 20c; Whirlpool, 1/2 inch 20c, Whirlpool, 3/4 inch 28c.
 Reel Not Coupled—Endurah Ribbed, 1/2 inch 24c, Endurah Ribbed, 3/4 inch 28c, Endurah Smooth, 1/2 inch 25c, Endurah Smooth, 3/4 inch 28c; Goodrich Ribbed, 1/2 inch 27c, Goodrich Ribbed, 3/4 inch 31c; North Star Ribbed, 1/2 inch 28c, North Star Ribbed, 3/4 inch 27c; Rajah Ribbed, 1/2 inch 22c, Rajah Ribbed, 3/4 inch 26c; Rajah Smooth, 1/2 inch 22c, Rajah Smooth, 3/4 inch 26c; Utility Ribbed, 1/2 inch 21c, Utility Ribbed, 3/4 inch 24c, Utility, Smooth 1/2 inch 21c, Utility Smooth, 3/4 inch 24c.

ICE TOOLS—

No. 315 Plow, 8-in.	\$40.00
No. 316 Plow, 10-in.	47.50
No. 317 Plow, 12-in.	54.00
No. 320 Plow, 8-in.	43.50
No. 321 Plow, 10-in.	50.00
No. 322 Plow, 12-in.	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.25
No. 520 Ice Hooks, 4-ft.	1.35
4 1/2-ft.	1.40
5-ft.	1.50
6-ft.	1.65
No. 1 Ice Tong V & B.	1.75
No. 2	2.00
No. 3	2.25
No. 540, 18-inch	2.00
14 1/2-inch	2.15
16 1/2-inch	2.25
Pond Ice Saws—Tiller Handle.	
4 1/2-foot	5.75
5-foot	6.25
5 1/2-foot	6.75

IRON—Bars Small Lots. (Cutting Extra)

Common Bar	.06 lb. Base
Angle Iron, 1/2-inch	.10
Angle Iron, 3/4-inch	.08
Angle Iron, 1-inch and heavier	.07%
Ed. sq. and sq. twisted—	
1/2-inch and smaller	7.50
5/16-inch	7.00
3/8 to 2 1/2-inch	6.50
2-inch and larger	7.50
Flats, all sizes	6.50

IRONS—Sad. Common, 16c lb.; Mrs. Potts No. 50, \$3.15 set; No. 25, Sensible Laundry, \$3.00 set; No. 70, Asbestos Laundry, \$3.00 set; G. Pressing, 15c lb.; T. Tailors' Goose, 15c lb.; N. Gasoline, \$5.00 each.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

Butcher—					
No.		Each	No.		Each
526—5		\$.75	1500—7		\$1.25
526—5½		.85	1500—8		1.50
526—6		.95	1910—6		.50
526—6½		1.10	1910—7		.60
526—7		1.35	1910—8		.75
526—8		1.65	2200—6		1.00
526—9		\$2.00	2200—7		1.25
526—10		2.50	2200—8		1.60
526—12		3.50	3047—6		.69
526—14		4.25	3047—6½		.70
790—6		1.00	3047—7		.85
790—7		1.30	3047—8		1.00
790—8		2.00	3047—10		2.00
1500—6		1.00	3047—12		2.50

Cheese—

Cooks French—		Draw—		
267—6	.80	84—4	.....	.75
267—8	1.80	100—6	.....	2.75
267—9	1.80	100—7	.....	4.00
267—10	1.85	100—8	.....	4.50
267—12	2.00	100—9	.....	5.00
Corn—		105—6	.....	1.50
2	1.00	105—8	.....	1.50
3	.60	105—9	.....	1.65
5	.45	105—10	.....	1.75
10	.60	105—12	.....	2.00

KNIVES—Hay—Lightning, \$1.75; Iwan Sickie, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c doz.

LACING—Belt—

Leather	Bristol
Size 1/2, per ft.	.03
Size 5/16, per ft.	.03
Size 3/8, per ft.	.04
Size 1/2, per ft.	.05
Size 3/4, per ft.	.06
Size 1, per ft.	.08
111, per inch	.01 1/2
112, per inch	.02
113, per inch	.02 1/2
114, per inch	.03

LADDERS—Extension, No. 1, 35c foot. Step, Olimax, 60c foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Boys'—No. 539, 45c each; 1590, Oadet, 25c.

Dash—No. 321, Prisco, \$2.00 each; 331, Prisco, \$2.25.
 Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.35 each; 400, Prisco (Nustyle), \$1.65, 477, Prisco, \$1.50
 Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.50; 176, Prisco (Bulseye), \$1.50; 217, Prisco, \$1.00.

LEAD—White—12 1/2-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.

Cotton, Twisted—No. 140, 50c each; 150, 55c.
 Wire, Twisted—50 foot, 20 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c.
 Wire, Solid—100 foot, 9 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to 1/2-inch, 50c per lb; 1/2-inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.85; 3, \$2.15; 02, \$2.60; 03, \$3.25; 04, \$4.00; 05, \$4.75.
 Steel—No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.85 each; 80, \$4.50 each; 100 rolls, 55c square foot.

MATTOCKS—

Short Cutter, No. 1800	Each \$2.00
Long Cutter, No. 1790	Each 2.00
Pick, No. 1810	Each 2.00
Handled, D E 8	Each 1.85
Handled, C E 3 1/2	Each 1.85
Handled S Q 3 1/2	Each 1.10

MAULES—Post—No. 110, \$1.50 each; 118, \$1.75; 116, \$2.35; 118, \$2.50; 120, \$2.75.

Ship or Top—No. 1560, 35c lb.
 Wood Choppers'—No. 2180, 35c lb.; 2181, 35c lb.

MILLS—Oiler—

Junior	\$25.00	Senior	\$40.00
Medium	50.00	Force Feed	15.00

MOPS—Slasher

Slasher	Cotton
15 oz., each	.75
18 oz., each	.85
21 oz., each	1.00

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75 each.

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lbs.

Fine Blue 2&3d. . . . .	.08	Barb Box 8 to 20d. . . . .	.08
Fine Bright. . . . .	.08	Barb Roof, ¼ to ¾. . . . .	.10
Common 2&3d. . . . .	.08	Barb Roof 1 to 1½. . . . .	.10
Common 4&5d. . . . .	.08	Plaster Board. . . . .	.10
Common 6&7d. . . . .	.07	O. C. Box. . . . .	.10
Common 8 to 60d. . . . .	.07	Cut Casing 6&8. . . . .	.08
Casing 2&3d. . . . .	.08	Galv. Felt. . . . .	.15
Casing 4&5d. . . . .	.08	Galv. Boat. . . . .	.12
Casing 6 to 20d. . . . .	.08	Clout—	
Finishing 2&3d. . . . .	.10	Bulk, lb. . . . .	.80
Finishing 4&5d. . . . .	.08	½ lb. Papers, each. . . . .	.20
Finishing 6 to 20d. . . . .	.08	Cigar Box—	
Smooth Box 4 to 6d. . . . .	.08	Bulk, lb. . . . .	.80
Smooth Box 8 to 20d. . . . .	.08	½ lb. Papers, ea. . . . .	.35
Barb Box 4 to 5d. . . . .	.08	¼ lb. . . . .	.20
Barb Box 6. . . . .	.08	¾ lb. . . . .	.15

Trunk—

Bulk, per lb. . . . .	.80	Horseshoe—	
1-lb. Papers, ea. . . . .	.85	Capwell, lb. . . . .	.80
¼-lb. . . . .	.20	Northwestern . . . . .	.80
½ lb. . . . .	.15	Union . . . . .	.25

NETTING, POULTRY—Hexagon, Galvanized After Weaving—

2 inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$3.08;	
30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13; 60 in., \$8.91;	
72 in., \$10.69.	
Sell Full Roll—12 in., \$3.35; 18 in., \$3.40; 24 in., \$4.30;	
30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80;	
72 in., \$11.75.	
Sell Cut (lin. ft.)—12 in., 2¼c; 18 in., 3¼c; 24 in.,	
4¼c; 30 in., 5c; 36 in., 5¼c; 48 in., 7¼c; 60 in.,	
9¼c; 72 in., 11¼c.	
1¼-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53;	
24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50;	
60 in., \$13.13; 72 in., \$15.75.	
Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40;	
30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in.,	
\$14.50; 72 in., \$17.35.	
Sell Cut (lin. ft.)—12 in., 3¼c; 18 in., 4¼c; 24 in.,	
6¼c; 30 in., 7¼c; 36 in., 8¼c; 48 in., 11¼c; 60 in.,	
14c; 72 in., 16¼c.	
1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12;	
24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in.,	
\$16.50; 60 in., \$20.64; 72 in., \$24.75.	
Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in.,	
\$10.00; 30 in., \$11.75; 36 in., \$15.50; 48 in., \$18.00;	
60 in., \$22.50; 72 in., \$27.00.	
Sell Cut (lin. ft.)—12 in., 5¼c; 18 in., 7¼c; 24 in.,	
9¼c; 30 in., 11¼c; 36 in., 13c; 48 in., 17¼c; 60 in.,	
22c; 72 in., 26c.	
¾-inch, 20-gauge—List Roll—12 in., \$3.55; 18 in., \$12.30;	
24 in., \$15.68; 30 in., \$18.71; 36 in., \$21.68; 48 in.,	
\$28.50; 60 in., \$35.63; 72 in., \$42.75.	
Sell Full Roll—12 in., \$9.40; 18 in., \$13.50; 24 in.,	
\$17.00; 30 in., \$20.50; 36 in., \$23.50; 48 in., \$31.35;	
60 in., \$39.00; 72 in., \$46.50.	
Sell Cut (lin. ft.)—12 in., 9c; 18 in., 13c; 24 in., 16¼c;	
30 in., 20c; 36 in., 23c; 48 in., 30¼c; 60 in., 35c;	
72 in., 45c.	

NIPPERS—Nettleton—8-in., \$1.60 each; 10-in., \$1.85; 12-in., \$2.00; 14-in., \$2.45.

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
¼, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
½, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black. . . . .	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
1, black. . . . .	.05	.07	.07	.07	.08	.10	.12	.14	.16
1, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18	.22
1½, black. . . . .	.06	.09	.09	.09	.09	.11	.13	.17	.18
1½, galv. . . . .	.08	.14	.14	.14	.14	.18	.21	.25	.32
2, black. . . . .	.11	.19	.19	.19	.19	.24	.28	.34	.38
2, galv. . . . .	.11	.17	.17	.17	.17	.20	.24	.29	.38
2½, black. . . . .	.17	.29	.29	.29	.29	.32	.38	.45	.52
2½, galv. . . . .	.18	.30	.30	.30	.30	.35	.39	.46	.54
3, black. . . . .	.21	.35	.35	.35	.35	.39	.46	.54	.60
3, galv. . . . .	.18	.27	.27	.27	.27	.32	.38	.50	.54
4, black. . . . .	.27	.47	.47	.47	.47	.52	.61	.68	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 70c lb.; 5-16, 65c lb.; ¾, 50c lb.; 7-16, 45c lb.; ½, 35c lb.; 9-16, 35c lb.; ¾, 30c lb.; ¾, 30c lb.; ¾, 25c lb.; 1, 25c lb.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.; 5-16, 30c lb.; ¾, 25c lb.; 7-16, 25c lb.; ½, 20c lb.; ¾, 20c lb.; ¾, 18c lb.; ¾, 18c lb.; 1, 18c lb.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair, 40c; 2½-in., per pair, 60c; 2½-in., per pair, 70c.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	\$.10	140	\$.15
16 . . . . .	.15	340 . . . . .	.80
100 . . . . .	.80		

OIL—Boiled Linseed, \$2.50 gal.

OILERS—

Mowing Machine—	No.	Each	14 B . . . . .	.50
8 A . . . . .	.25	Steel, Railroad—	16 . . . . .	.55
8 B . . . . .	.40	10	11	1.00
1100 . . . . .	.20	11	00	1.25
1120 . . . . .	.35	Zinc, Chace's—	0 . . . . .	.10
1140 . . . . .	.80	2	1 . . . . .	.15
Steel, Spring Bottom—		3	2 . . . . .	.20
12 . . . . .	.25	4	3 . . . . .	.25
13 . . . . .	.30	5	4 . . . . .	.30
13 A . . . . .	.35	6	5 . . . . .	.35
14 . . . . .	.40		6 . . . . .	.45
14 AA . . . . .	.45			

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.80
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinnay & Boyle			
13	3.00	33	3.25
17	3.50	37	3.75
17 G	3.75	37 G	3.85

PAOKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A 12, Blue and White striped, \$1.50.

PADLOCKS—Corbin

No.	Each	No.	Each
1903 . . . . .	.50	1903 . . . . .	.50
958 . . . . .	.25	9902 . . . . .	.65
2802¼ . . . . .	.35	9903 N O . . . . .	.60
2822¼ . . . . .	.50	21090 . . . . .	.75
2869	1.00	Yale	
2879	1.50	228 . . . . .	.65
2880	1.75	225 . . . . .	.80
2881	2.25	453 J . . . . .	.35
2883	3.00	453 X . . . . .	.85
Miller		563	1.25
1	1.50	565	1.50
016 . . . . .	.25	585	1.80
18 . . . . .	.30	685	1.25
18 B . . . . .	.35	645 J . . . . .	.60
19 . . . . .	.40	803	1.40
21 . . . . .	.50	805	1.50
75 . . . . .	.50	805¼	1.75
76 . . . . .	.75	818	1.50
78 . . . . .	.85	815	1.50
96 . . . . .	.50	828	1.75
96 O . . . . .	.65	832	2.00
121 . . . . .	.50	843	2.50
5441 . . . . .	.85	858	2.75
Slaymaker		8454	2.00
1902 . . . . .	.60		

PAINT SUNDRIES—

Alcohol (Denatured). Gal.	Gal.	½-gals.	½-Gal. 1.60
1 gallon	\$1.20	Quarts . . . . .	.95
5 gallon	1.10	Forch—	
Galv—		Gals.	Gal. 4.25
No. 2 Gelatine . . . . .	.50	½-gals.	½-Gal. 2.25
Chicago White . . . . .	.50	Quarts	Qt. 1.20
Lead, Salby White		Oil	
500 lbs. or more		Floor . . . . .	.75
100-lb. kegs		Gloss	1.50
50 and 35-lb. kegs		Lard, No. 1	1.80
12¼-lb. kegs		Lin-Oil . . . . .	.90
Paint, Dry Colors		Linseed, Boiled	2.04
Burnt Umber . . . . .	.10	Linseed, Raw	2.02
Chrome Green, Med. . . . .	.30	Neatsfoot No. 1	2.40
Graphite . . . . .	.06	Neutral . . . . .	.60
Princess Metallic . . . . .	.06	Paraffine . . . . .	.70
Raw Sienna . . . . .	.10	Tints, Kalsomine	Lb.
Venetian Red . . . . .	.04½	Barrel, 280 lbs. . . . .	.08½
Yellow Ochre . . . . .	.04	Kegs, 100 lbs. . . . .	.09
Paints, Ready Mixed		100-lb. bulk . . . . .	.09½
1st Grade, White—		25-lb. bulk . . . . .	.09½
Gals.	Gal. 4.40	Less 25 lbs. . . . .	.10
½-gals.	½-Gal. 2.20	100 lbs. 5-lb. pkgs. . . . .	.09½
Quarts	Qt. 1.25	Less 100 lbs. 5-lb. pkgs. . . . .	.10
Pints	Pt. .70	Kalsomine, White	
½-pints	½-Pt. .40	Bble, 280 lbs. . . . .	.08
1st Grade, Colors—		Kegs, 100 lbs. . . . .	.09
Gals.	Gal. 4.25	4 25-lb. pkgs. bulk . . . . .	.09½
½-gals.	½-Gal. 2.25	25 lbs. bulk . . . . .	.09½
Quarts	Qt. 1.20	Less 25 lbs. . . . .	.10
Pints	Pt. .65	100 lbs., 5-lb. pkgs. . . . .	.09½
½-pints	½-Pt. .35	Less 100 lbs. . . . .	.10
2nd Grade White or Colors		Turpentine	Gal.
Gals.	Gal. 2.90	1 gallon	1.80
½-gals.	½-Gal. 1.60	5 gallon . . . . .	.97
Quarts	Qt. .95	Wax	Lb.
Inside Floor—		Johnson's . . . . .	.70
Gals.	Gal. 2.90	Old English . . . . .	.70

RETAIL SELLING PRICES—Continued.

PANS—Acme Fryng—

No. 00, each.....	.15	No. 4, each.....	.40
No. 0, each.....	.25	No. 5, each.....	.45
No. 1, each.....	.30	No. 6, each.....	.50
No. 2, each.....	.35	No. 7, each.....	.60
No. 3, each.....	.35		

PAPER—Asbestos, size 1-16 and under, 25c lb. cut; over 1-16, 25c lb.

Paper Sheathing, Red or Gray, 30-lb., 95c roll; 35-lb., \$1.15 roll; 50-lb., \$1.85 roll.

Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.).

PAPER—Building—

F & B		Imitation P & B	
No. 1—500.....	\$2.00	No. 1—500.....	\$1.80
No. 1—1000.....	3.90	No. 1—1000.....	3.40
No. 2—500.....	2.95	No. 2—500.....	2.55
No. 2—1000.....	5.75	No. 2—1000.....	4.95
No. 3—500.....	4.00	No. 3—500.....	3.60
No. 3—1000.....	7.70	No. 3—1000.....	6.75

Red Resin—

17 lb.....	\$1.15	25 lb.....	\$1.65
30 lb.....	1.40	30 lb.....	1.90

PAPER—Roofing, Smooth or Sanded—Ply ¼, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00-0, 40c qr.; ¼, 45c qr.; 1, 50c qr.; 1½, 60c qr.; 2, 65c qr.; 2½, 70c qr.; 3, 80c qr.

PEAVIES—

—Socket—		—Bangor—	
Maple	Hickory	Maple	Hickory
2¼x4.....	\$2.50	2¼x4.....	\$3.00
4x4.....	2.75	4x4.....	3.10
2¼x4½.....	2.75	2¼x4½.....	3.25
5.....	2.75	5.....	3.25
2¼x4¾.....	3.00	2¼x4¾.....	3.50
5.....	3.00	5.....	3.60
3x5.....	3.15	3x5.....	3.85

PERCOLATORS, COFFEE—Universal—

Each		Each	
44.....	\$4.00	1204.....	\$3.75
46.....	4.50	1206.....	4.00
48.....	5.00	1208.....	4.25
52.....	4.25	1210.....	5.00
54.....	4.50	1204.....	4.25
56.....	5.00	1206.....	4.50
58.....	5.00	1208.....	4.75
64.....	5.00	1210.....	5.00
66.....	5.50	1404.....	4.75
69.....	6.25	1406.....	5.00
614.....	6.75	1408.....	5.25
74.....	5.50	1410.....	5.50
76.....	6.00	1504.....	4.25
79.....	6.75	1506.....	4.50
714.....	7.25	1508.....	4.75
464.....	5.50	1510.....	5.25
466.....	6.00	1704.....	4.25
469.....	6.75	1706.....	4.50
474.....	6.00	1708.....	4.75
476.....	6.50	1710.....	5.25
479.....	7.25		

Percolator Tops, 10c each.

PICKS—Railroad—No. 1710, \$1.50 each; 1711, \$1.60; 1712, \$1.75; 1713, \$1.85; 1714, \$2.00; 1715, \$2.25.

Drifting—No. 1, \$1.35 each; 1½, \$1.50 each; 2, \$1.60 each; 3, \$1.75 each; 4, \$1.90 each.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over list.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.

Collars, No. 013, 014, 15c; 25, 25½, 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each; 65 (1612), \$1.10 each; 75, \$1.20 each.

Dampers, No. 3, 4, 15c each; 5, 20c each; 7, 30c each. Elbows, No. 3 Corg., 20c each; 4 Corg., 25c each; 5 Corg., 25c each; 6 Corg., 30c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 30c each; 5 Adj. 4 Pc., 30c each; 6 Adj. 4 Pc., 35c each; 8-inch Adj. Galvd., 35c each; 4-inch Adj. Galvd., 45c each; 8 Corg. Jap., 35c each; 4 Corg. Jap., 45c each.

Flue Stops, Nos. 1 and 36, 15c each; 8, 15c each; 30, 20c each; 40, 20c each.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

¼, ½, ¾-in.		1-in.		1½-in.		2-in.	
Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.
Bushings.....	.05	.10	.05	.10	.10	.15	.10
Caps.....	.05	.10	.10	.12½	.15	.15	.15
Couplings.....	.10	.10	.10	.15	.15	.20	.20
Crosses.....	.15	.20	.25	.30	.35	.50	.45
Elbows, 90 Deg.....	.10	.15	.10	.15	.15	.20	.20
Elbows, 45 Deg.....	.10	.10	.10	.15	.15	.25	.25
Elbows, Red.....	.15	.15	.20	.20	.25	.30	.25
Elbows, Street.....	.10	.10	.15	.20	.20	.35	.25
Floor Flanges.....	.20	.40	.30	.60	.85	.60	.40
Lock Nuts.....	.05	.10	.10	.15	.20	.30	.30
Plugs.....	.05	.05	.05	.05	.10	.10	.10
Reducers.....	.10	.15	.15	.20	.20	.25	.25
Return Bends.....	.20	.35	.25	.45	.30	.45	.50
Tees.....	.10	.15	.15	.20	.15	.20	.20
Unions.....	.20	.25	.20	.30	.25	.35	.30
Waste Nuts.....	.10	.10	.10	.10	.15	.10	.10

1-in.		1½-in.		2-in.		2½-in.	
Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.
Bushings.....	.15	.10	.25	.15	.30	.20	.35
Caps.....	.30	.20	.40	.25	.45	.40	.65
Couplings.....	.30	.20	.25	.25	.30	.35	.40
Crosses.....	.75	.55	.90	.60	1.10	1.00	1.75
Elbows, 45 Deg.....	.30	.40	.65	.45	.70	.65	1.10
Elbows, 45 Deg.....	.30	.40	.65	.45	.70	.65	1.30
Elbows, Red.....	.35	.35	.60	.40	.65	.65	1.10
Elbows, Street.....	.40	.30	.55	.35	.60	.75	1.25
Floor Flanges.....	.70	.45	.80	.50	1.10	.75	1.50
Lock Nuts.....	.40	.35	.60	.40	.65	.65	.85
Plugs.....	.10	.10	.15	.15	.20	.15	.25
Reducers.....	.35	.25	.45	.35	.55	.50	.90
Return Bends.....	.80	.65	1.80	.85	1.50	1.35	2.40
Tees.....	.30	.30	.50	.40	.75	.70	1.20
Unions.....	.45	.45	.65	.60	.85	.80	1.00
Waste Nuts.....	.15	.20	.30	.40	.65	.60	.90

Nipples		1-in.		1½-in.		2-in.	
Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.
Close.....	.05	.05	.05	.07½	.05	.07½	.10
Long.....	.05	.10	.05	.10	.10	.15	.10
4-in. Long.....	.05	.10	.08	.10	.08	.15	.10
5-in. Long.....	.08	.10	.10	.15	.10	.15	.10
6-in. Long.....	.08	.10	.10	.15	.10	.15	.15

1-in.		1½-in.		2-in.		2½-in.	
Gal.	Blk.	Gal.	Blk.	Gal.	Blk.	Gal.	Blk.
Close.....	.10	.10	.15	.15	.20	.15	.25
Long.....	.20	.15	.25	.20	.30	.25	.40
4-in. Long.....	.20	.15	.25	.20	.30	.25	.40
5-in. Long.....	.20	.15	.25	.20	.30	.25	.40
6-in. Long.....	.25	.20	.30	.25	.35	.30	.45

PIPE, GAS AND WATER—Black, ¼-inch, 7c foot; ½-inch, 8c; ¾-inch, 8c; 1-inch, 10c; 1½-inch, 12c; 2-inch, 15c; 2½-inch, 18c; 3-inch, 20c; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 8-inch, 45c; 10-inch, 55c; 12-inch, 65c; 14-inch, 75c; 16-inch, 85c; 18-inch, 95c; 20-inch, 105c; 22-inch, 115c; 24-inch, 125c; 26-inch, 135c; 28-inch, 145c; 30-inch, 155c; 32-inch, 165c; 34-inch, 175c; 36-inch, 185c; 38-inch, 195c; 40-inch, 205c; 42-inch, 215c; 44-inch, 225c; 46-inch, 235c; 48-inch, 245c; 50-inch, 255c; 52-inch, 265c; 54-inch, 275c; 56-inch, 285c; 58-inch, 295c; 60-inch, 305c; 62-inch, 315c; 64-inch, 325c; 66-inch, 335c; 68-inch, 345c; 70-inch, 355c; 72-inch, 365c; 74-inch, 375c; 76-inch, 385c; 78-inch, 395c; 80-inch, 405c; 82-inch, 415c; 84-inch, 425c; 86-inch, 435c; 88-inch, 445c; 90-inch, 455c; 92-inch, 465c; 94-inch, 475c; 96-inch, 485c; 98-inch, 495c; 100-inch, 505c; 102-inch, 515c; 104-inch, 525c; 106-inch, 535c; 108-inch, 545c; 110-inch, 555c; 112-inch, 565c; 114-inch, 575c; 116-inch, 585c; 118-inch, 595c; 120-inch, 605c; 122-inch, 615c; 124-inch, 625c; 126-inch, 635c; 128-inch, 645c; 130-inch, 655c; 132-inch, 665c; 134-inch, 675c; 136-inch, 685c; 138-inch, 695c; 140-inch, 705c; 142-inch, 715c; 144-inch, 725c; 146-inch, 735c; 148-inch, 745c; 150-inch, 755c; 152-inch, 765c; 154-inch, 775c; 156-inch, 785c; 158-inch, 795c; 160-inch, 805c; 162-inch, 815c; 164-inch, 825c; 166-inch, 835c; 168-inch, 845c; 170-inch, 855c; 172-inch, 865c; 174-inch, 875c; 176-inch, 885c; 178-inch, 895c; 180-inch, 905c; 182-inch, 915c; 184-inch, 925c; 186-inch, 935c; 188-inch, 945c; 190-inch, 955c; 192-inch, 965c; 194-inch, 975c; 196-inch, 985c; 198-inch, 995c; 200-inch, 1005c; 202-inch, 1015c; 204-inch, 1025c; 206-inch, 1035c; 208-inch, 1045c; 210-inch, 1055c; 212-inch, 1065c; 214-inch, 1075c; 216-inch, 1085c; 218-inch, 1095c; 220-inch, 1105c; 222-inch, 1115c; 224-inch, 1125c; 226-inch, 1135c; 228-inch, 1145c; 230-inch, 1155c; 232-inch, 1165c; 234-inch, 1175c; 236-inch, 1185c; 238-inch, 1195c; 240-inch, 1205c; 242-inch, 1215c; 244-inch, 1225c; 246-inch, 1235c; 248-inch, 1245c; 250-inch, 1255c; 252-inch, 1265c; 254-inch, 1275c; 256-inch, 1285c; 258-inch, 1295c; 260-inch, 1305c; 262-inch, 1315c; 264-inch, 1325c; 266-inch, 1335c; 268-inch, 1345c; 270-inch, 1355c; 272-inch, 1365c; 274-inch, 1375c; 276-inch, 1385c; 278-inch, 1395c; 280-inch, 1405c; 282-inch, 1415c; 284-inch, 1425c; 286-inch, 1435c; 288-inch, 1445c; 290-inch, 1455c; 292-inch, 1465c; 294-inch, 1475c; 296-inch, 1485c; 298-inch, 1495c; 300-inch, 1505c; 302-inch, 1515c; 304-inch, 1525c; 306-inch, 1535c; 308-inch, 1545c; 310-inch, 1555c; 312-inch, 1565c; 314-inch, 1575c; 316-inch, 1585c; 318-inch, 1595c; 320-inch, 1605c; 322-inch, 1615c; 324-inch, 1625c; 326-inch, 1635c; 328-inch, 1645c; 330-inch, 1655c; 332-inch, 1665c; 334-inch, 1675c; 336-inch, 1685c; 338-inch, 1695c; 340-inch, 1705c; 342-inch, 1715c; 344-inch, 1725c; 346-inch, 1735c; 348-inch, 1745c; 350-inch, 1755c; 352-inch, 1765c; 354-inch, 1775c; 356-inch, 1785c; 358-inch, 1795c; 360-inch, 1805c; 362-inch, 1815c; 364-inch, 1825c; 366-inch, 1835c; 368-inch, 1845c; 370-inch, 1855c; 372-inch, 1865c; 374-inch, 1875c; 376-inch, 1885c; 378-inch, 1895c; 380-inch, 1905c; 382-inch, 1915c; 384-inch, 1925c; 386-inch, 1935c; 388-inch, 1945c; 390-inch, 1955c; 392-inch, 1965c; 394-inch, 1975c; 396-inch, 1985c; 398-inch, 1995c; 400-inch, 2005c; 402-inch, 2015c; 404-inch, 2025c; 406-inch, 2035c; 408-inch, 2045c; 410-inch, 2055c; 412-inch, 2065c; 414-inch, 2075c; 416-inch, 2085c; 418-inch, 2095c; 420-inch, 2105c; 422-inch, 2115c; 424-inch, 2125c; 426-inch, 2135c; 428-inch, 2145c; 430-inch, 2155c; 432-inch, 2165c; 434-inch, 2175c; 436-inch, 2185c; 438-inch, 2195c; 440-inch, 2205c; 442-inch, 2215c; 444-inch, 2225c; 446-inch, 2235c; 448-inch, 2245c; 450-inch, 2255c; 452-inch, 2265c; 454-inch, 2275c; 456-inch, 2285c; 458-inch, 2295c; 460-inch, 2305c; 462-inch, 2315c; 464-inch, 2325c; 466-inch, 2335c; 468-inch, 2345c; 470-inch, 2355c; 472-inch, 2365c; 474-inch, 2375c; 476-inch, 2385c; 478-inch, 2395c; 480-inch, 2405c; 482-inch, 2415c; 484-inch, 2425c; 486-inch, 2435c; 488-inch, 2445c; 490-inch, 2455c; 492-inch, 2465c; 494-inch, 2475c; 496-inch, 2485c; 498-inch, 2495c; 500-inch, 2505c; 502-inch, 2515c; 504-inch, 2525c; 506-inch, 2535c; 508-inch, 2545c; 510-inch, 2555c; 512-inch, 2565c; 514-inch, 2575c; 516-inch, 2585c; 518-inch, 2595c; 520-inch, 2605c; 522-inch, 2615c; 524-inch, 2625c; 526-inch, 2635c; 528-inch, 2645c; 530-inch, 2655c; 532-inch, 2665c; 534-inch, 2675c; 536-inch, 2685c; 538-inch, 2695c; 540-inch, 2705c; 542-inch, 2715c; 544-inch, 2725c; 546-inch, 2735c; 548-inch, 2745c; 550-inch, 2755c; 552-inch, 2765c; 554-inch, 2775c; 556-inch, 2785c; 558-inch, 2795c; 560-inch, 2805c; 562-inch, 2815c; 564-inch, 2825c; 566-inch, 2835c; 568-inch, 2845c; 570-inch, 2855c; 572-inch, 2865c; 574-inch, 2875c; 576-inch, 2885c; 578-inch, 2895c; 580-inch, 2905c; 582-inch, 2915c; 584-inch, 2925c; 586-inch, 2935c; 588-inch, 2945c; 590-inch, 2955c; 592-inch, 2965c; 594-inch, 2975c; 596-inch, 2985c; 598-inch, 2995c; 600-inch, 3005c; 602-inch, 3015c; 604-inch, 3025c; 606-inch, 3035c; 608-inch, 3045c; 610-inch, 3055c; 612-inch, 3065c; 614-inch, 3075c; 616-inch, 3085c; 618-inch, 3095c; 620-inch, 3105c; 622-inch, 3115c; 624-inch, 3125c; 626-inch, 3135c; 628-inch, 3145c; 630-inch, 3155c; 632-inch, 3165c; 634-inch, 3175c; 636-inch, 3185c; 638-inch, 3195c; 640-inch, 3205c; 642-inch, 3215c; 644-inch, 3225c; 646-inch, 3235c; 648-inch, 3245c; 650-inch, 3255c; 652-inch, 3265c; 654-inch, 3275c; 656-inch, 3285c; 658-inch, 3295c; 660-inch, 3305c; 662-inch, 3315c; 664-inch, 3325c; 666-inch, 3335c; 668-inch, 3345c; 670-inch, 3355c; 672-inch, 3365c; 674-inch, 3375c; 676-inch, 3385c; 678-inch, 3395c; 680-inch, 3405c; 682-inch, 3415c; 684-inch, 3425c; 686-inch, 3435c; 688-inch, 3445c; 690-inch, 3455c; 692-inch, 3465c; 694-inch, 3475c; 696-inch, 3485c; 698-inch, 3495c; 700-inch, 3505c; 702-inch, 3515c; 704-inch, 3525c; 706-inch, 3535c; 708-inch, 3545c; 710-inch, 3555c; 712-inch, 3565c; 714-inch, 3575c; 716-inch, 3585c; 718-inch, 3595c; 720-inch, 3605c; 722-inch, 3615c; 724-inch, 3625c; 726-inch, 3635c; 728-inch, 3645c; 730-inch, 3655c; 732-inch, 3665c; 734-inch, 3675c; 736-inch, 3685c; 738-inch, 3695c; 740-inch, 3705c; 742-inch, 3715c; 744-inch, 3725c; 746-inch, 3735c; 748-inch, 3745c; 750-inch, 3755c; 752-inch, 3765c; 754-inch, 3775c; 756-inch, 3785c; 758-inch, 3795c; 760-inch, 3805c; 762-inch, 3815c; 764-inch, 3825c; 766-inch, 3835c; 768-inch, 3845c; 770-inch, 3855c; 772-inch, 3865c; 774-inch, 3875c; 776-inch, 3885c; 778-inch, 3895c; 780-inch, 3905c; 782-inch, 39

RETAIL SELLING PRICES—Continued.

POLISHES—Continued.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 75c; 2 pound, \$1.40; 5 pound, \$3.00.
Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart \$1.25.
Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.
Sove—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 2, Black Eagle, 20c; 10 E, Enamelina, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 30c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enamelina, 10c; 6 E, Enamelina, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C. & L.	8 Quart.....	\$1.10
1.....	10 Quart.....	1.40
5.....	12 Quart.....	1.50
21.....	16 Quart.....	1.75
71.....	Tin—	
72.....	4 Quart.....	\$.55
73.....	6 Quart.....	.65
221.....	8 Quart.....	.85
Watering Galvanized	10 Quart.....	1.00
4 Quart.....		
6 Quart.....		

PULLEYS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 350, ½ inch, 10c each; ½, 10c each; ¾, 10c each; 1, 15c each; 1½, 25c each; 2, 40c each. No. 370, ½ inch, 25c each; 1, 40c each. Brass side, No. 1150, ½ inch, 25c each; ¾, 30c each. No. 1170, ½ inch, 30c each; ¾, 35c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2½ 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each; 2½ 35c each; 1660, 20c each; 1670, 25c each; 6350 G, 85c each; 6500, 55c each. Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$8.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

No. 5.....	Foot, \$ 16
No. 9.....	Foot, \$ 16
12, 0132.....	Foot, \$ 16
12, 0132.....	Foot, \$ 16

RAILS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

No. 700, each.....	\$1.00	706 B, Blades, Pkg... \$.40
2, each.....	3.00	
800, each.....	1.00	800 B, Blades, Pkg... .50
900, each.....	1.00	900 B, Blades, Pkg... .35
1000, each.....	1.00	1000 B, Blades, Pkg.. .50
00, each.....	.75	480, each..... 5.00
460, each.....	5.00	500, each..... 5.00
460 B, each.....	5.00	500 B, each..... 6.00
470, each.....	5.00	501, each..... 5.00
501 B, each.....	6.00	6 X B Blades, Pkg.. .50
13 X B Blades, Pkg..	1.00	
1, set.....	5.00	Auto Strip
15, set.....	6.00	2541, set..... 5.00
25, set.....	6.50	600 B Blades, Pkg.. 1.00
251, set.....	5.00	600% B Blades, Pkg.. .50

REGISTERS—

Jap 6x8.....	\$1.55	White 6x8.....	\$1.85
Jap 8x10.....	1.65	White 8x10.....	2.00
Jap 10x12.....	2.40	White 10x12.....	2.90
Jap 10x14.....	3.15	White 10x14.....	3.80
Jap 12x14.....	4.35	White 12x14.....	5.35

REGISTER PAGES—

Jap 6x8.....	\$1.00	White 6x8.....	\$1.30
Jap 8x10.....	1.10	White 8x10.....	1.45
Jap 10x12.....	1.70	White 10x12.....	2.20
Jap 10x14.....	2.30	White 10x14.....	2.85
Jap 12x14.....	2.80	White 12x14.....	3.65

REVOLVERS—

Colts, Model.....	Each.	203 B, 223 B.....	Each.
Pocket Positive.....	\$23.10	204, 224.....	9.85
Police Positive.....	24.20	204 B, 224 B.....	9.85
Police Positive Special	25.80	263, 273.....	9.90
Police Positive Target	25.80	263 B, 273 B.....	10.45
Army Special.....	27.50	264, 274.....	10.45
New Service.....	24.40	264 B, 274 B.....	11.00
Harrington & Richardson			
203, 223.....	\$8.80		

Iver Johnson.....	Each	344 B, 354 B.....	Each
800, 808, 823.....	13.20	864 B.....	15.40
800 B, 803 B.....	13.75	865 B.....	15.70
804.....	13.75	1905 Military, Police.....	30.50
804 B.....	14.80	Regulation Police.....	28.50
823 B.....	13.75	1903 Hand Ejector.....	22.00
824.....	13.75	38 S. ¾ W. Perfected.....	27.00
824 B.....	14.80	1908 Military.....	27.00
843, 853.....	14.80	1911 Target.....	31.25
843 B, 353 B.....	14.85	New Departure 32.....	25.00
844, 854.....	14.85	New Departure 88.....	27.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.

Tinners', in Papers—Black: List; tinned, Hat.
Tinners', in Kegs—Black, all sizes, 28c lb.; tinned, 3, 35c; 3½, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

RIFLES—No. and Model—

Daisy Air.....	Each	16 A TD—Standard.....	22.75
25.....	\$ 4.25	Little Scout.....	5.00
40.....	4.25	Crack Shot.....	6.50
8.....	4.25	Marksmen.....	8.00
11.....	\$ 2.25	Favorite.....	9.50
12.....	1.50	70 TD—22.....	15.00
19.....	1.35	Winchester.....	
King Air.....		1886 SF—Round Brl.....	36.00
4.....	2.25	TD—Round Brl.....	45.00
5.....	2.65	1890 TD—Oct'grn F'cy.....	45.50
21.....	1.25	TD—Oct'grn Plain.....	22.50
22.....	1.50	1892 SF—Oct'grn Brl.....	25.50
Marlin.....		SF—Oct'grn Brl.....	27.00
20 TD—Oct'grn Brl.....	17.50	SF—Carbine.....	24.00
27 TD—Round Brl.....	20.50	TD—Oct'grn Brl.....	35.00
TD—Oct'grn Brl.....	23.00	1894 SF—Round Brl.....	27.50
29 TD—Round Brl.....	15.50	SF—Oct'grn Brl.....	29.50
1897 TD—Round Brl.....	71.50	SF—Carbine.....	25.50
TD—Oct'grn Brl.....	33.50	TD—Oct'grn Brl.....	35.35
Remington.....		1895 SF.....	33.00
4 TD—Oct'grn Brl.....	11.00	1895—Gov't Model.....	41.00
6 TD—Round Barrel.....	7.60	1895 TD.....	44.00
8 A TD—Round Brl.....	45.00	1902 TD.....	7.50
12 TD—Round Barrel.....	18.20	1903 TD—Plain.....	32.00
TD—Oct'grn Brl.....	20.20	TD—Fancy.....	56.00
14 A TD—Standard.....	22.85	1906 TD.....	31.00
TD—Carbine.....	32.75	1907 TD.....	40.00

ROPE—Cotton Thread—Size 3-16, 75c lb.; ¼ to 5-16, 75c; ¾ to 1, 75c; 1½ to 1, 80c.
Manila—Base, 45c lb.; Sisal, Base, 40c lb.
Advance for sizes on Manila and Sisal Rope—3-16-inch, 2½c; ¼ and 5-16-inch, 2c; ¾-inch, 1½c; 7-16 to 9-16-inch, 1c; ¾-inch, ¾c; ¾-inch and larger, base.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (36) 85c each;

RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36¼) 70c; 378 (3) \$1.15; 388 (33) 70c; 388 (32¼) 95c; 465 (66) 30c; 488 (57) 60c; 651 (58) 30c; 702 (18) 40c; 751 (61) 80c; 752 (70) 40c; 763 B (7) \$1.10; 771 (84) 65c; 780 (63¼) 80c; 781 (63) 80c; 861 A (58¼) 80c; 871 (58) 75c; 881 (54) 85c; 951 (66¼) 60c; 8851 Y (66) 60c; 8861 (66¼) 70c; 8881 (66¼) \$1.40.

RULES, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.35; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (05), \$1.05; 8528 (408 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8518 (103), 50c; 8515 (105) 75c; 8516 (106), 90c; 8524 (854 F), 60c; 8526 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in.
7.....	\$1.90	\$2.00	\$2.15	\$2.25	\$2.35	\$2.80
D-8 and 1874.....	2.85	2.50	2.60	2.70	2.85	3.10
16.....	2.35	2.50	2.60	2.70	2.85	3.10
12.....	2.70	2.85	3.05	3.25	3.45	3.70
112.....	3.80	2.95	3.20	3.35	3.60	3.85
D-21 and 22.....	2.50	2.65	2.85	3.05	3.25	3.50
D-20 and 23.....			2.85	3.05	3.25	3.50
D-100.....	2.50	2.65	2.85	3.05	3.25	3.50
120.....	3.15	3.25	3.40	3.60	3.75	4.00
D-115 and 15.....	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

Simonds.....	Disston.....	Royal.....	Chinook C.O.....	Chinook C.O.....
3½ ft.....	\$3.35	\$3.50	6 ft.....	\$9.60
4 ft.....	3.85	4.00	6½ ft.....	10.80
4½ ft.....	4.80	4.50	7 ft.....	12.00
5 ft.....	4.80	5.00	7½ ft.....	13.25
				7½
				9.50

Simonds Felling same price as Royal Chinook C. O.

Atkins No. 400 and 401—		22 in.....	\$4.85
28 in.....	5.50	20 in.....	4.40
24 in.....	5.20	18 in.....	4.15
Atkins No. 68 and 69—			
28 in.....	\$3.60	22 in.....	\$2.70
26 in.....	3.15	20 in.....	2.50
24 in.....	2.90	18 in.....	2.20
Atkins No. 53, 51 and 65—			
28 in.....	\$3.80	22 in.....	\$2.60
26 in.....	2.90	20 in.....	2.40
24 in.....	2.75	18 in.....	2.10

RETAIL SELLING PRICES—Continued.

Atkins No. 64—		22 in. 3.00		663½, \$1.60; 664, \$1.65; 763, \$1.05; 763½, \$1.10; 764, \$1.15; 764½, \$1.20; 765, \$1.25; 765½, \$1.30; 766, \$1.35; 778, \$1.10; 778½, \$1.15; 774, \$1.20; 814, \$1.30; 814½, \$1.35; 815, \$1.80; 815½, \$1.85; 816, \$1.45.	
SAWS—Continued. Hand—		20 in. 2.70		SOOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L, \$2.40; 744 L, \$2.50; 746 L, \$2.60.	
22 in. \$4.00		18 in. 2.40		D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.	
24 in. 3.50		Atkins No. 66 and 67—		The last figure in the number of a scorp shows its size.	
26 in. \$3.60		22 in. 2.65		SCREWS—Iron Bench—	
28 in. 5.15		20 in. 2.50		¾ \$1.00	
24 in. 3.90		18 in. 2.30		¾ 1.10	
Atkins No. 70—		22 in. 3.10		¾ 1.20	
26 in. 2.40		20 in. 1.95		Wood Hand—	
24 in. 3.20		18 in. 1.75		6 inch. .... .45	
No. 5 Simmonds, No. 12 Diston or No. 69 Atkins.		24-inch. 3.50		8 inch. .... .65	
20-inch. \$2.65		26-inch. 3.85		10 inch. .... .85	
22-inch. 3.00		28-inch. 4.25		12 inch. .... .95	
No. 8 Simmonds, No. D8 Diston or No. 51 Atkins.		20-inch. 3.25		Jorgensen—	
20-inch. \$2.50		23-inch. 3.50		No. 0 \$1.15	
22-inch. 2.75		24-inch. 3.65		No. 1 1.25	
24-inch. 2.85		26-inch. 3.75		No. 2 1.50	
26-inch. 3.00		28-inch. 3.25		SCREWS—Wood—	
28-inch. 3.50		No. 4 Simmonds or No. 120 Diston.		Contr. Broken	
30-inch. 3.75		26-inch. \$4.00		Full Pkg. Pkg.	
No. D100 or No. D20 Diston.		28-inch. 4.25		FH Brt. 60%	
26-inch. \$2.25		No. 112 Diston.		FH Bl. 60%	
28-inch. 3.50		26-inch. \$3.25		RH Bl. 60%	
Back 12 in. 2.25		28-inch. 3.50		RH Nic. 50%	
Back 14 in. 2.50		Butcher No. 10, 16 in. 1.25		FH Gal. 40%	
Back 16 in. 2.75		18 in. 1.25		FH Brs. 30%	
Back 18 in. 2.80		30 in. 1.50		RH Brs. 30%	
Back 20 in. 3.00		22 in. 1.65		Flat Hd. Brt.—Small Quant.	
Back 22 in. 3.25		Kitchen No. 2, 12 in. .45		5c Dozen to \$1.00 List	
Compass No. 2, 10 in. .60		14 in. .... .50		10c Dozen to 2.00 List	
12 in. .... .65		16 in. .... .55		15c Dozen to 3.00 List	
14 in. .... .70		Mitre 24 in. 8.50		20c Dozen to 4.00 List	
16 in. .... .75		26 in. 2.75		25c Dozen to 5.00 List	
No. 10 Simmonds or No. 7 Diston.		28 in. 4.25		30c Dozen to 6.00 List	
16-inch. \$1.80		30 in. 5.00		35c Dozen to 7.00 List	
18-inch. 1.90		Nest Complete No. 3. 1.50		Retail	
Buck—		26-inch. \$3.25		Contr's. by doz.	
Com Spl Brace V tooth 1.00		28-inch. 3.50		List Plus 25%	
Com Dbl Brace Tuttle tooth 1.75		Back 12 in. 2.25		List Plus 25%	
Com Dbl Brace V tooth 1.50		Back 14 in. 2.50		List Plus 25%	
SAW CLAMPS—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; West, 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N32, \$2.00; No. 11 with guide, \$3.25.		Back 16 in. 2.75		List Plus 25%	
SAW SETS—		Back 18 in. 2.80		Machine Iron 30% off list.	
201 G & P \$1.00		Back 20 in. 3.00		Machine Brass. list	
Spec. Morrill. 1.10		Back 22 in. 3.25		Nuts for Machine Screws—Iron, add 20% to List Price; Brass, 40% to List Price.	
105 Morrill. .... .60		Compass No. 2, 10 in. .60		Bench—Iron—1-inch, \$1.00; 1½-inch, \$1.25; 1¾-inch, \$1.50; 2-inch, \$1.75.	
1 Morrill. 1.00		12 in. .... .65		SOEWS DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 180, \$2.25; 181, \$2.90.	
10 1.00		14 in. .... .70		SOEWS DRIVERS—G & P—367—1¼, 35c; 3, 40c; 4, 45c.	
77 ..... .60		16 in. .... .75		SOYTHES—Bush—	
X Out—		No. 10 Simmonds or No. 7 Diston.		No. Each No. Each	
Morrill No. 8 \$1.85		16-inch. \$1.80		400 \$2.40	
Baker No. 8 2.25		18-inch. 1.90		450 2.25	
SAW TOOLS—		Buck—		Wood	
Clipper Outfit. \$.75		Com Spl Brace V tooth 1.00		300 2.40	
Morrill Raker Gauge—		Com Dbl Brace Tuttle tooth 1.75		350 2.25	
No. 1 1.00		Com Dbl Brace V tooth 1.50		STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 30c.	
No. 6 1.35		Colonial \$1.25		STEEL GOODS—Forks, Alfalfa—Aol34½, \$2.00 each; Aol185, \$2.00 each.	
No. 9 1.50		7 Taintor 1.10		Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75.	
Atkins Raker Swage. .... .40		28 Triumph 1.25		Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.	
5-M Tooth Gauge. .... .15		Hammer ..... .85		Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; o 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00.	
Joiners Pikes Perf. .... .60		Lever ..... .25		Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155½, \$2.25; Ro156, \$2.35; Ro164½, \$2.40; Ro165, \$2.50; Ro165½, \$2.50; Ro166, \$2.60; Ro166½, \$2.65; Ro167, \$2.70.	
Joiners No. 7 Sterns. .... .65		Morin No. 2 2.25		Forks, Manure—No. o4D, \$1.80 each. o5DX, \$1.90; o5D, \$2.00; o6DX, \$2.15; o6D, \$2.35; 44Z, \$1.20; 44X, \$1.40; 44½X, \$1.45; 54½X, \$1.70; 64½X, \$2.00; o44½Z, \$1.50; o44X, \$1.55; o44½X, \$1.60; o44½, \$1.65; o54½X, \$1.85; o54½, \$2.00; o64½X, \$2.10; o64½, \$2.35.	
SCALES—Family, No. 11021, \$3.50 each; 1102, \$3.00 each; Peddlers, No. 101, \$4.00 each; 108, \$4.25 each; 115, \$4.75 each; 485E, \$5.00 each.		Morin No. 2½ 2.75		Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; oLDX, \$1.60; L4X, \$1.45; oL4X, \$1.55; o5H4, \$2.50; Jo4, \$2.00; JoW, \$2.50.	
Spring Balance, No. 50, 80c each; 51, 55c; 87, \$5.00; 202, \$4.75.		Morin No. 3 1.00		Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7½, \$1.10; 34W, 75c.	
SOISSORS—Cast, No. 10, 40c each; 44, 7½ inch 40c; 3½ inch 45c; 240, 4 inch 25c; 4½ inch 30c; 225, 4 inch 30c; 4½ inch 30c; 5 inch 35c; 5½ inch 40c; 6 inch 45c; 320, 70c; 350, 65c.		Setting Tool Diston ..... .65		Hooks, Potato—No. 4BHD, \$1.25 each; 4BHF, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNE, \$1.15; 5GNE, \$1.25; 6GNE, \$1.50.	
Wiss, No. 4 B H, \$1.25 each; 5 B H, \$1.30; 4 R, \$1.25; 54½, 95c; 55, \$1.00; 55½, \$1.05; 56, \$1.10; 56½, \$1.15; 57, \$1.20; 154½, \$1.10; 155, \$1.15; 155½, \$1.20; 156, \$1.25; 156½, \$1.25; 157, \$1.45; 864, \$1.20; 864½, \$1.25; 865, \$1.30; 866, \$1.45; 463, \$1.10; 463½, \$1.15; 464, \$1.20; 578, \$1.45; 578½, \$1.60; 574½, \$1.65; 668, \$1.45;		No. 4 Blocks, Morin. 1.00			
		Swages No. 0 Dist. 4.50			
		Swages, Whittings. 1.00			
		Atkins, Rex 1.00			
		Atkins Excelsior. .... .75			

STEEL GOODS—

Potato Forks.	Fish Forks.	Riveted.	Snaths	Mortar.	Floral Sets.
P064 \$1.70	IF \$.75	RA ..... .40	50 \$1.35	9 \$1.15	1 ..... .50
P06D 1.85	Stones.	Socket.	100 1.50	S10 1.35	55 ..... .55
Sluice Forks.	HH4 1.65	G078 ..... .95	Smith's Hoes.	M210 1.85	3PF 1.85
208 \$2.25	99R 2.25	G078X ..... .90	50A \$1.00	M29 1.25	4PSF 2.50
210 2.50	Warren.	BB6 ..... .90	Nursery.	Invincible.	Floral Shovels.
212 2.75	Hoes.	BB6½ ..... .95	No. 7 1.00	19C5 \$1.10	FSD ..... .80
Coke Forks.	W7 1.10	Acme.	German.	914 2.50	Floral Hoes.
710 \$3.00	W7½ 1.15	A 1.15	GE2-0 ..... .90	Turf.	TY4 ..... .65
712 3.25	W8 1.20	Mattock.	Planter's Eye.	Edger \$1.00	Floral Rakes.
714 3.75	Ladies.	DE3 ..... .75	AES ..... .65	Dandelion.	GR6 ..... .45
Shavings Forks.	LY5 ..... .65	AE5 ..... .75	Spuds ..... .30	Dock Cutter. \$1.25	Clam Rakes.
806L 2.15					1120 3.25

RETAIL SELLING PRICES—Continued.

Hooks, Manure—No. M40, \$1.85 each.
 Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.
 Rakes, Hay, Wood—No. 01, 50c each.
 Rakes, Lawn—No. 86LR, \$1.15 each; 120R, 65c; 124R, 65c; 204B, \$1.15.
 Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.
 Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B12, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

SHEARS—Grass

	Each		Each
1	.45	0267	.35
26	.50	460	.60
6 1/2	.70	07 1/2	.90
097	1.80	11 G	1.50

SHEARS—Dressmakers', Etc., Wiss—

No.	Each	No.	Each
120	\$2.60	189	2.00
126	1.25	190 L	2.45
126 1/2	1.35	198	1.60
127	1.45	199	2.00
127 1/2	1.50	347	1.65
127 1/2 L H	1.90	347 1/2	1.75
128	1.60	348	1.80
128 L H	2.00	447	1.80
128 1/2	1.65	447 1/2	1.90
129	2.00	448	2.05
147	1.45	1080	2.45
147 1/2	1.55	1086	1.25
148	1.60	1086 1/2	1.35
148 1/2	1.65	1087	1.45
180	2.45	1087 1/2	1.55
182	3.00	1088	1.60
184	3.80	1088 1/2	1.65
186	4.90	1089	2.00

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 lb.; 18 to 24, 18c; 26 to 27, 13c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 22, 12c. For cutting sheets, add 10% to above. Corrugated—Fed., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 22 Ga., \$8.50; Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet.
 Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 30c cut, 14c full sheet.
 Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.
 Painted, Corrugated, 28-gauge, 6 to 10 feet, open.

SHIELDS—

	% each		% each
Diamond—Expansion		Diamond—Lead	
3-16, each	.05	3-16 1/2, each	.04
1/2, each	.06	3-16 1/4, each	.04
5-16, each	.07	3-16 1/8, each	.04
3/4, each	.07	4 x 1/2, each	.06
1, each	.12	5-16 x 1, each	.07
3/2, each	.15		

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 and larger, 11c. Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 8, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201, \$2.25; 401, \$1.90; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25. Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 103, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75c, 85c; 100, \$1.00.

SLEDGE—Hand and Coaster.

	Jr. Racer		Racer
Flexible Flyer—		Tux. Racer	
No. 1	\$3.00	Fire Fly—	
No. 2	8.50	No. 9	\$1.75
No. 3	4.50	No. 10	2.25
No. 4	5.50	No. 11	2.75
No. 5	7.50	No. 12	8.25
No. 6	15.00		

SMOOTH-ON—75c lb.

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair; W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50.
 Snips, Curved Blade—No. W6 1/2 CB, \$6.25 pair; W7 CB, \$5.25; W8 CB, \$4.50; W9 CB, \$4.00; W10 CB, \$3.65; W11 CB, \$3.00; W12 CB, \$2.65.

SOLDER—1/4 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.

SQUARES, STEEL—

No.	Each	No.	Each
8	2.25	100 A	4.00
8 B, 8 G	3.00	100 B, 100 G	3.25
10	1.60	100 C R	4.00
14	2.10	100 G V R	3.75
14 B, 14 G	2.75	100 R	3.75
22	1.25	100 R B T D	4.00
24	1.40	100 R G T D	4.00
27	1.75	101	2.50
100	2.65	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.55
2 9	1.10	20 6	.70
12 4	.60	20 7 1/2	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.35

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire—1/4-inch, 15c lb.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
 Calliper Rules, 40% above list.
 Thickness Gauges, 40% above list.
 Steel Tables, 40% above list.
 All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—

69, \$1.75 69B, \$1.50 247, \$2.00 5, \$.50 14, \$2.00

STOCKS AND DIES—

Green River List plus 25%	Common No. 1 pipe	\$7.75
Little Giant, List plus 25%	No. 2	9.90
Armstrong No. 1 pipe	Stocks Only—	
No. 2	Common No. 1 Pipe	2.75
No. 1/2	Common No. 2 Pipe	4.75
No. 3, 1 1/2 to 2	Armstrong No. 2	3.50
No. 3, 1 to 2	No. 3	5.80

STONES, SHARPENING—Aloxite or Carborandum—No. 107,

\$1.50 each; 108, \$1.75; 109, \$1.35; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.35; 121 to 123, \$1.00; 124 to 126, 80c; 128 to 129, \$1.35; 136 to 138, 75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 12, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 65, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.50; 42, 20c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
 1/2 inch\$1.25 1/2 inch 2.00
 3/4 inch 1.75 1 inch 3.00
 No. 30 High Grade "Cap" Pattern T or Lever Handle—
 Rough Brass, Iron Pipe Threads.
 1/2 inch\$1.50 1/2 inch\$2.50
 3/4 inch 2.10 1 inch 3.75

STOVES—Common Air-Tights—

No. 16 Unlined	\$2.25	No. 22 Lined	\$4.50
No. 18 Unlined	8.00	No. 24 Lined	5.00
No. 20 Lined	4.00	No. 26 Lined	6.00

STRIP—Weather—Rubber, 1/2-in. 3c per ft; 3/4-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in.	Price	No. in.	Price
1	\$1.50	2	\$2.00
3		4	\$2.75

SWEETERS, CARPET—Bissell's—American Queen (N), \$6.00 each; Club (N), \$11.00 each; Grand Rapids (N), \$5.50 each; Grand Rapids (J), \$4.75 each; Parlor Queen (N), \$6.50 each; Princess (N), \$5.75 each; Superba (N), \$7.50 each; Universal (N), \$5.25 each; Universal (J), \$4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Out—8, 35c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 424 Out, or 484 Wire 1/4 lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 12, 10c. 488 Out, or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6, 7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—No. 324, 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 804 Out, 1/4 lb. papers—1 1/2 15c box; 2, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. No. 805 Out, or 855 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blued, 1/4 lb. papers—3, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

RETAIL SELLING PRICES—Continued.

TAPS—Machine Hand—

1-16 to 15-64.....	30%
1/4 to 1.....	30%
1-16 to 2.....	20%
Left Hand Dbl list plus 20%	
Machine Screw—	
1 1/4 to 12.....	35%
14 to 24.....	35%
Machine Nut—	
3-16 to 1.....	30%

TAPES—

Starrett	Lufkin.
No. 510, 25-ft. 260	\$3.85
No. 510, 50-ft. 268	4.85
No. 510, 75 ft. 265	6.15
No. 510, 100-ft. 266	7.75
No. 505, 25-ft. 240	3.25
	555 4.75
	556 6.00
	100 4.00
	108 5.00

TEES—Stove Pipe—Cylinder—

Asbestos 6-inch—	
6x4, each.....	\$.90
6x6, each.....	1.25
6x8, each.....	1.65
8x6, each.....	1.75

TENTS—

Size	8-oz.	10-oz.	Poles & Stakes Per Set
7x7	\$10.40	\$12.15	\$2.85
7x9	12.35	14.85	2.85
9x9	14.25	16.65	2.85
9 1/2 x 12	16.75	19.55	2.85
12x14	22.50	26.25	3.90
12x18	27.75	32.45	5.20
14x16	29.50	34.65	5.20
14x20	36.65	42.55	6.20
16x18	40.25	47.85	6.20
16x20	44.85	51.75	6.50
16x24	50.50	58.75	7.80
16x30	61.10	71.25	8.45
A or Wedge—			
5x7	6.50	7.55	1.95
7x7	8.20	9.55	2.25
7x9	9.80	11.50	2.60

Flies—1/2 price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75; Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7-in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

No.	Each	
017	\$1.45	
018	1.60	
019	1.75	
027	1.65	
028	1.85	
029	2.10	
351 1/2	1.00	
352	1.10	
353	1.25	
354	1.60	
356	2.00	
8	8.50	
9	9.25	
028 A	2.50	
28 A	2.75	
29 A	4.00	
0128 B	2.75	
128 B	4.10	
129 B	4.25	
0238 B	4.15	
229 B	4.35	
06 1/2	.30	
07	.25	
08	.30	
6 1/2	.35	
7	.40	
8	.50	
11	.20	
11 1/2	.25	
12	.30	
18	.35	
14	.40	
1	.75	
2	.95	
3	1.25	
04	1.35	

Bowls, Wash

06 1/2	.30
07	.25
08	.30
6 1/2	.35
7	.40
8	.50

Buckets, Covered

11	.20
11 1/2	.25
12	.30
18	.35
14	.40

Buckets, Dinner

1	.75
2	.95
3	1.25
04	1.35

1-16 to 2.....	20%
Stove Bolt—	
3-16 to 1/2.....	30%
1/4 to 1/2.....	25%
Pipe—	
1/4 to 2.....	40%
2 1/4 to 3.....	30%
3 1/2 to 4.....	20%

No. 505, 50-ft. 243	\$4.00
No. 505, 75-ft. 245	5.25
No. 505, 100-ft. 246	6.75
Starrett.	Lufkin.
	550 8.00
	558 8.75
	105 6.25
	1260 3.60
	1268 4.50
	1265 5.75

Adjustable 6-inch—

4 to 8.....	.65
6 to 12.....	.75
Adjustable 7 inch—	
6 to 12.....	.85

No.	Each	
017	\$1.45	
018	1.60	
019	1.75	
027	1.65	
028	1.85	
029	2.10	
351 1/2	1.00	
352	1.10	
353	1.25	
354	1.60	
356	2.00	
8	8.50	
9	9.25	
028 A	2.50	
28 A	2.75	
29 A	4.00	
0128 B	2.75	
128 B	4.10	
129 B	4.25	
0238 B	4.15	
229 B	4.35	
06 1/2	.30	
07	.25	
08	.30	
6 1/2	.35	
7	.40	
8	.50	
11	.20	
11 1/2	.25	
12	.30	
18	.35	
14	.40	
1	.75	
2	.95	
3	1.25	
04	1.35	

Flies—1/2 price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75; Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7-in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

No.	Each	
017	\$1.45	
018	1.60	
019	1.75	
027	1.65	
028	1.85	
029	2.10	
351 1/2	1.00	
352	1.10	
353	1.25	
354	1.60	
356	2.00	
8	8.50	
9	9.25	
028 A	2.50	
28 A	2.75	
29 A	4.00	
0128 B	2.75	
128 B	4.10	
129 B	4.25	
0238 B	4.15	
229 B	4.35	
06 1/2	.30	
07	.25	
08	.30	
6 1/2	.35	
7	.40	
8	.50	
11	.20	
11 1/2	.25	
12	.30	
18	.35	
14	.40	
1	.75	
2	.95	
3	1.25	
04	1.35	

Kettles, Tea

01 1/2	.50
02	.60
027	.65
028	.80
029	1.00
047	2.25
048	2.75
049	3.25
067	2.50
068	3.00
069	3.50

Kettles, Lipped Preserving

160	.40
180	.50
200	.65
220	.75
240	.85
260	1.00
280	1.10
300	1.20
320	1.30

Ladies

010	.35
012	.30
11	.30
29	.75

Measures

1	.30
2	.40
30	.15
83	.35
84	.40
85	.60
86	.80
122	.20
123	.25
124	.30
125	.45
126	.65

Moulds, All Kinds

1 Melon	1.35
2 Melon	1.50
3 Pudding	1.40
02	1.05
3 Melon	1.75
3 Pudding	1.60
08	1.15
4 Melon	2.10
08	.20
10 Jelly	.30
15 Jelly	.35
25 Jelly	.45
61 Cake	.50
061 1/2	.45
61 1/2 Cake	.55
061 1/2	.60
62 Cake	.60
062	.50
68	.75
068	.60
80	.35

Pails, Dairy

10	.85
12	.95
14	1.05
40	.85
50	.35
60	.40
80	.45
100	.50
104	1.35
105	1.25
120	.60
124	1.50
125	1.40
140	.65
144	1.60
145	1.50
200	1.05
220	1.10
240	1.80
410	1.40
412	1.50
414	1.60
512	2.75
514	2.85

Pans, Dish

8-IX Tin	.90
10	1.00
14	1.20

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33 1/2, \$9.00; 34, \$11.00.

TORCHES—Alcohol, No. 28, \$3.50 each. Gasoline, No. 14, \$5.00 each; 37, \$8.50; 38, \$9.00; 31, \$10; 32, \$10.50; 48, \$12.00; 61, \$9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.

Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 85c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—No. 0 Newhouse, 50c each; 1 Newhouse, 60c; 1 1/2 Newhouse, 85c; 2 Newhouse, \$1.25; 3 Newhouse, \$1.75; 4 Newhouse, \$2.00; 5 Newhouse, \$2.50. No. 1 Oneida Jump, 40c each; 1 1/2 Oneida Jump, 50c; 2 Oneida Jump, 75c. No. 0 Victor, 30c each; 1 Victor, 85c; 1 1/2 Victor, 45c; 2 Victor, 60c; 3 Victor, 80c; 4 Victor, 95c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c. Mole—Reddick, \$1.10 each; Out-O-Sight, \$1.85. Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Oge, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small, 75c; Holdem, large, \$1.00.

RETAIL SELLING PRICES—Continued.

TROUGH—

Eaves—		5 inch, per doz.....	\$.35
4 inch.....	\$.13 ½	6 inch, per doz.....	.40
5 inch.....	.15	End Caps—	
6 inch.....	.18	4 inch.....	\$.15
Mitres—		5 inch.....	.20
4 inch.....	\$.45	6 inch.....	.25
5 inch.....	.50	End Pc. Comp.—	
6 inch.....	.60	4 inch.....	\$.25
Hangers—Wire—		5 inch.....	.30
4 inch, per doz.....	\$.30	6 inch.....	.35

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.
 Diston, No. 10, 10½, \$1.75 each; 11, \$1.90 each; 11½, \$2.00 each; 12, \$2.25 each; 13, \$2.35 each; 14, \$2.65 each.
 Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.60 each; 11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c.

TWINE—Sacklin—¼-lb. hank, 20c.

TWINE—Cotton—Wrapping, \$1.00 lb.; Badding, \$1.00 lb.;
 Flax—No. 18 B B, 50c lb.; 24 B B, 55c; 18 B C, 65c;
 24 B C, 65c; 26 B C, 65c; 30 Sacking, 55c; 40 Sacking, 55c; 33 Sacking, 75c; 44 Sacking, 75c.
 Hemp—No. 4½, 45c lb.; 6, 45c; 07, 45c; 1018Bc, 60c; 1024 Bc, 60c; 1086 Bc, 60c.

UNIVERSAL PLATES—Mild Steel Bars.

¼-inch and thicker and wider than 6-inch... 9.25 cwt.

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 30c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—	
¼	1.60
½	1.65
¾	1.80
1	2.25
1½	3.10
2	4.00
2½	5.50
3	7.75

VISES—Solid Box—Blacksmiths'—

Each	Each
35 lb.....\$16.00	60 lb.....22.00
40 lb.....17.50	70 lb.....25.00
45 lb.....19.00	80 lb.....27.50
50 lb.....20.00	90 lb.....31.50
55 lb.....21.00	100 lb.....36.00

WAGONS—Express.

Steel—		No. 30	7.00
No. 04	\$1.50	No. 40	7.50
No. 08	1.65	Wagners—	
No. 09	1.85	No. 18	6.50
No. 0	2.25	No. 20	7.50
No. 1	2.75	No. 24	8.50
No. 2	3.00	Mars—Wells—	
No. 3	3.50	No. 10	5.75
Coaster—Star.		No. 11	6.50
No. 10	\$5.75	No. 12	7.00
No. 20	6.50		

WASHERS—Cast Iron—Size ¼ to ¾, 9c lb.; ¾ to 2, 9c lb.; Angles, all sizes, 11c lb.

Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 22c lb.
 Wrought Steel—Size 3-16, 30c lb.; ¼, 25c lb.; 5-16, 25c lb.; ¾, 30c lb.; 7-16, 20c lb.; ½, 15c lb.; 9-16, 15c lb.; ¾, 15c lb.; ¼, 15c lb.; ¾, 15c lb.; 1, 15c lb.

WASTE—Cotton—No. 6 X White, 80c lb.; 1 White, 28c lb.; 2 White, 26c lb.; 01 Colored, 24c lb.; 02 Colored, 21c lb.; 10 Wool, 26c lb.

WATCHES—

Yankee	.....\$1.35	Junior	.....2.75
Triumph	.....1.50	Midget	.....2.75
Reliance	.....2.00	Radiolite	.....2.25

WAX—Floor, 60c lb.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—8 lbs and over, 4c lb. Eveners or Balances—¾, 7c lb.

WHEELBARROWS — Brick — No. 10 B, \$11.50 each; 20 \$11.00.

Garden—No. 2 V, \$10.00 each; 3 V, \$12.00; 21, \$6.25.
 Railroad—No. 15, \$6.00 each; 17, \$7.00 each; 19, \$7.00.
 Steel Tray, Wood Frame—No. 2 A, \$11.50 each; 23, \$8.50; 27, \$11.25; K 29, \$14.00.
 Steel Tray and Frame—No. AX, \$11.00 each; 4, \$13.50; 5, 14.75; 10, \$19.00.

WINDOW GLASS—SB Grade—

Single Strength—
 1st 3 Brackets.....70%
 Balance of Brackets.....70%
 Double Strength.....70%
 Extras for putting in glass—
 1st 3 Brackets, light 50c
 2d 3 Brackets, light 75c
 3d 3 Brackets, light \$1.00

Larger Lights75c per hour, per man

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots.....\$.08
 Galvanized—Nos. 6 to 16, 5 to 24-lb. lots......10
 Black, 1 to 5-lb.....\$.10 Galv., 1 to 5-lb......12

Barbed Fence—

Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.85; 16 Ga., \$6.75.

Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1c lb.
 Bale Ties—¾ ft., 15 Ga., per bundle of 250, \$3.25.

WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open.
 Smooth-Twisted—Two Strand, open.

WIRE CLOTH—Hardware—Black—

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
3	14	.....30c	6	18	.....30c
3	16	.....18c	6	20	.....23c
4	16	.....35c	8	24	.....15c
4	18	.....15c	10	25	.....12½c

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
1	14	.....15c	4	23	.....10c
2	19	.....10c	6	25	.....12½c
3	21	.....10c	8	27	.....12½c

WOODENWARE—

Boards, Pastry	Each	No.	Each
12x22 inches	.....\$ .85	15 inches	.....\$ .75
12x24 inches	.....1.00	17 inches	.....1.75
20x27 inches	.....1.20	19 inches	.....2.00

Bowls, Chopping
 11 inches\$.80
 18 inches\$.45

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American—No. 10, \$5.00 each; 10 M, \$4.75; 100, \$6.25; 110, \$5.25; 117 E, \$7.00; 180 E, \$6.50; 180, \$6.75; 180 E, \$7.00; B 180 E, \$10.50; 190 E, \$7.50; 300, \$6.75; 301, \$7.25; 302, \$8.00; 360 E, \$8.50; 361 E, \$10.00; 370 E, \$7.50; 390 E, \$7.50; 570 E, \$8.00; 571 E, \$8.50; 590 E, \$8.50; 591 E, \$8.50.
 Mop—Eagle, No. 10, \$3.50 each; 14, \$4.00; 22, \$4.75.
 White—No. 2, \$2.25 each; 3, \$8.00; 1, \$3.50; 0, \$4.25; 8, Steel, \$4.00.

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

WRENCHES—Agricultural—No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.35; 15, \$1.75.
 Alligator—No. 0, 20c each; 1, 25c; 2, 60c; 3, \$1.45; 12, 30c; 18, 50c.

Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75.
 Coes—Key (28), \$21.00 each; Key (35), \$40.00; Knife (6), \$1.25; Knife (8), \$1.60; Knife (10), \$3.00; Knife (12), \$2.75; Knife (15), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.25; Steel (8), \$1.60; Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50.

Creasant—No. 188 (4), 90c each; 188 (6), 95c; 188 (8), \$1.10; 188 (10), \$1.35; 188 (12), \$2.00; 188 (15), \$3.00; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25.

Parts add 30%.

Hawkeye—No. 200, 60c each.

WRENCHES—

	Each		Each
25 6	\$1.25	25 15	\$3.25
25 8	1.50	25 18	4.50
25 10	1.90	25 21	5.25
25 12	2.65		

INC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

Retail Selling Prices are Revised up to Time of Going to Press

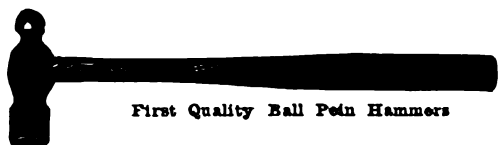
Digitized by Google

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



First Quality Ball Peen Hammers



No. 1765—Curved Bearing Scraper Set. List \$1.50



No. 1750—Straight
No. 1751—Hollow



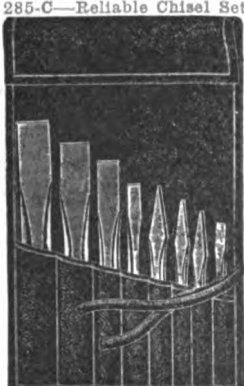
No. 1771—Carbon Scraper Set. List 60c Set

No. 285-C—Reliable Chisel Set



"Special" Knurled Sickle or Pin Punch
Blued

Warranted Chisels—Oil Finish Body,
Polished Ends, Spread Points



List Price—\$2.00 Set

Canvas Roll

Machinist's Blued Auto Punch



The Quality of Buffum Tools

Stands out in every line and
stands out more during
every month of hard service

Proper Design
Good Material Best Finish
Right Price

WHAT MORE?

Every Tool Fully
Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T

YOU CAN'T

C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street

San Francisco, California

Extruded Metal Padlocks

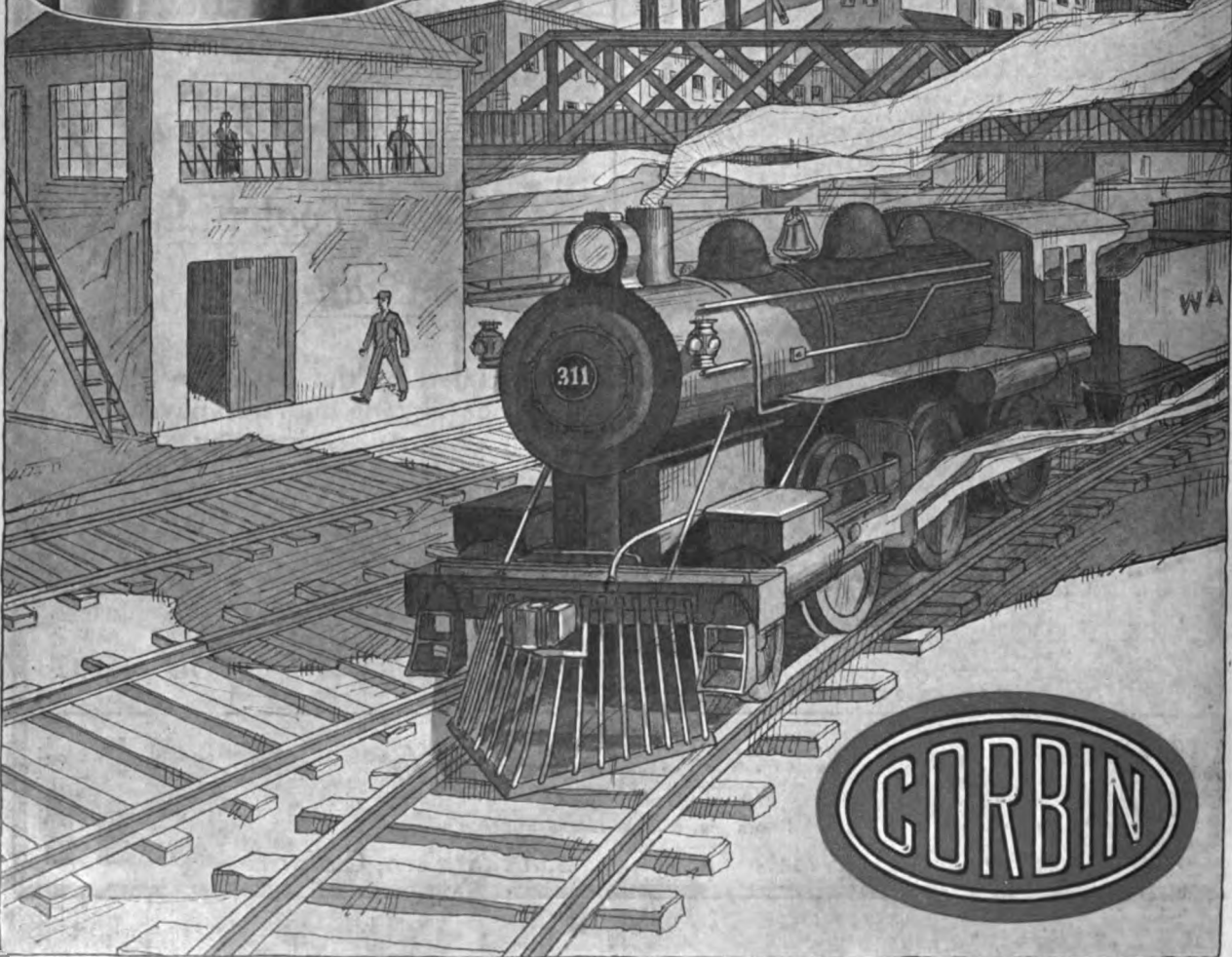
MANUFACTURED BY

Corbin Cabinet Lock Co.

AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

PHILADELPHIA NEW YORK CHICAGO



Hardware - PLUMBING AND HEATING - World

MAY 1919



WHEN a car owner comes in to buy hardware for his garage, make a profitable sale and a pleased customer by showing him

Stanley Garage Hardware

This line covers every item required for garages of any size or type. It is designed especially to suit your customers who want something tasteful as well as strong, serviceable and economical. Nationally advertised. *Write for Special W5F Catalogue*

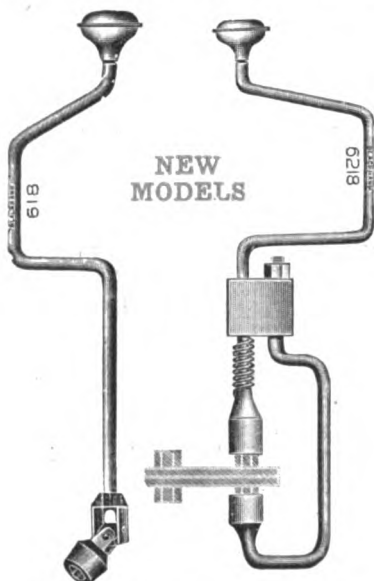
THE STANLEY WORKS
New York NEW BRITAIN, CONN Chicago

A. n. n. o. u. n. c. e. m. e. n. t

C. N. & F. W. Jonas desire herewith to introduce to the trade a new and improved line of superior made broached socket wrenches for automotive and general machine shop use—the most complete and up-to-date line manufactured

BLACKHAWK

THE
AMERICAN

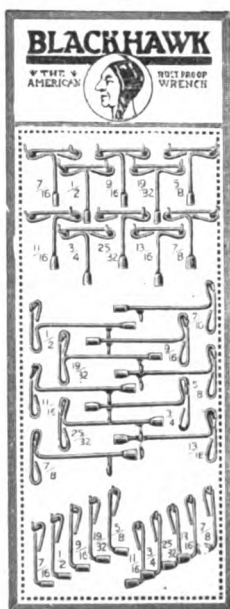
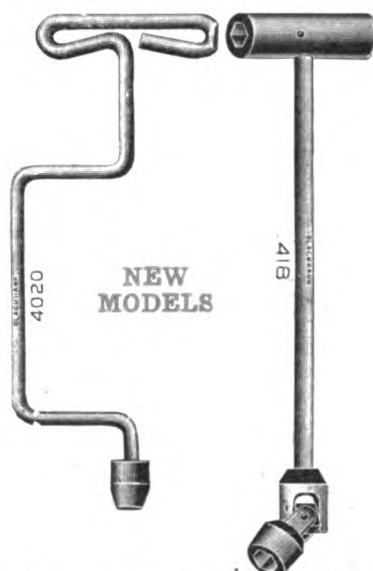


The Blackhawk Wrench will meet with favor due to its many points of merit. The designs are of the very latest and the material, finish and workmanship are of the best that money and brains can produce.

**HOME OF AMERICAN QUALITY PRODUCTS,
MILWAUKEE, WIS.**



RUST PROOF WRENCH



Display Board 360

The name "BLACKHAWK" on your wrench will insure you service and satisfaction. The fit is scientifically correct. The Parker Rust Proof finish safeguards against rusty tools. We have a wrench for your every need. Put up in standard sets also.



Wrench Plant

Grinder Plant

Write for Catalog and Delivery Dates

C. N. & F. W. JONAS
REPRESENTATIVES FOR
American Grinder Mfg. Co.

With Offices at
TRANSPORTATION BUILDING,
Chicago, Ill.

**Equitable Bldg.,
Los Angeles, Cal.**

111 New Montgomery St.
San Francisco, Cal.

616 Pioneer Bldg, Seattle, Wash.



The TAG

that Guarantees
Manila Rope Value

is used on "**WHITLOCK ALL-MANILA**" to safeguard your interests—whether dealer or consumer.

When you buy "Pure Manila" Rope specify **WHITLOCK ALL-MANILA**, and look for the distinctive green tag on every coil.

You will get **WHAT YOU HAVE THE RIGHT TO EXPECT**—Manila Rope that is thoroughly well made of high grade Manila Hemp exclusively and containing a minimum quantity of good lubricant.

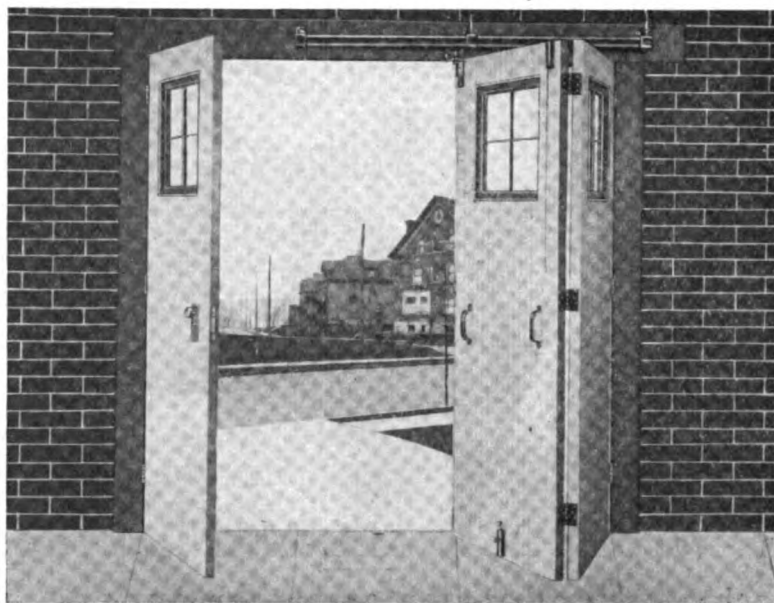
We mean exactly what we say: If you are not entirely pleased with the appearance of Whitlock Rope, or with the service you obtain, let us know or advise your dealer. Remember: "Either you are satisfied or we are not."

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Chicago Office, 1309 Chamber of Commerce

KANSAS CITY BRANCH: 339 Railway Exchange Building



View from interior of garage showing entrance partly open

McKINNEY

Sliding-Folding Garage Set

No. 9007

Set No. 9007 is a product, in every respect, worthy the name it bears—so carefully wrought is each single piece—so strong, substantial and good looking.

A McKinney sliding-folding entrance is the finishing touch that lends dignity and charm to the whole garage. And so easy to operate, too! A gentle push and the heavy doors slide open and closed—the bearings in the hanger above do the work.

The many advantages of this set are fully explained in a 16-page booklet which we have just prepared. The booklet also contains actual views, elevations and floor plans of different installations. Write for your copy now.

Ask for Booklet "G4"

McKINNEY MANUFACTURING COMPANY
PITTSBURGH, PENN.



Put it to Work—it *Sells*

This Murphy Selling Cabinet is doing great work in hundreds of busy stores. It does everything but punching the cash register.

A real service to customers and a real help to salesmen.

It is part of the equipment of a merchant who sells Murphy's.

Murphy Selling Cabinet is made of steel, handsomely lithographed, and is so strong, substantial and useful that it becomes a permanent fixture.

It holds a complete assortment of Murphy Products and carries an especially strong appeal for Murphy Da-cote Motor Car Enamel.

The cost of the Selling Cabinet to us, includ-

ing freight, is more than \$15. It is supplied without cost to Murphy merchants as long as they carry a line of our products, together with a lot of other sales stimulators—a new 1919 window display, store cards, color signs, envelope stuffers, etc.

Write us for our special Selling Cabinet proposition.

Are you following our Great 1919 Advertising Campaign in the Saturday Evening Post and nine other magazines?

Murphy Varnish Company

Franklin Murphy, jr., President

NEWARK

CHICAGO

The Dougali Varnish Company, Ltd., Montreal, Canadian Associate



ATKINS SILVER STEEL SAWS

"Fifty-five"

"I have handled and sold your Saws for FIFTY-FIVE YEARS," says Mr. Fred Volland, Hardware Dealer of Columbus, Indiana, "and I state with pleasure, that I never had a more congenial, liberal firm to deal with; your prices are right, your Saws are right and my customers are pleased." See picture on left.

"Fifty-five"

The picture at the lower right of this page represents Mr. F. L. Downing, who is head Millright for the McKay Lumber Company, Eureka, California. He says, "I am seventy-five years old and have used Saws for fifty-five years and I never had a real Saw until I purchased an ATKINS. The saw in my hands is a number 53 ATKINS which I have used for fifteen years; every Saw in my kit is an ATKINS, and they are real Saws."

"Fifty-five"

Send for the "Story of Silver Steel" and learn why it's

"Atkins Always Ahead"



"The Silver Steel Saw People"

E. C. ATKINS & CO., Inc. Established 1857

Canadian Factory, Hamilton, Ont.

Home Office and Factory, Indianapolis, Ind.

Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta
Chicago

Memphis
Minneapolis

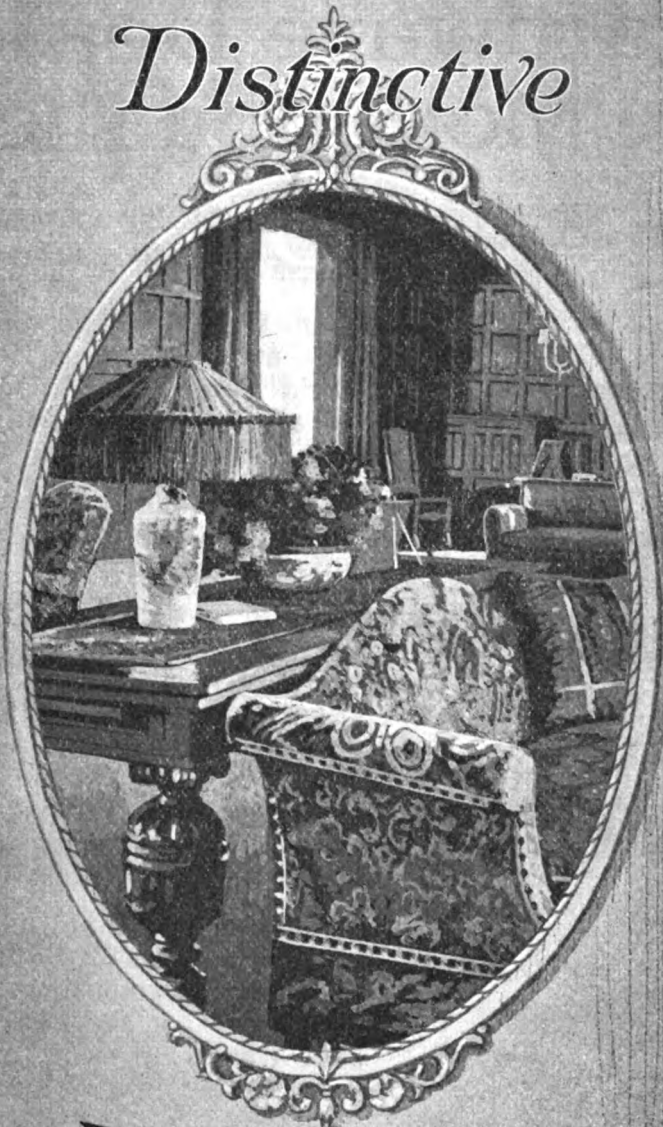
New Orleans
New York City

Portland, Ore.
San Francisco

Seattle
Vancouver, B. C.

Sydney, N. S. W.
Paris, France

Distinctive



RUSSWIN
RUSSELL & ERWIN

**Builders or Finishing
Hardware**

RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

NEW BRITAIN, - CONN.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG



Every Hardware Dealer Can Make Money on These



1. Straight Shank Twist Drills—Made in carbon or "Diamond" High Speed Steel. Sizes from $1/32"$ to $1/2"$.



2. Silver and Deming Drills—The blacksmith's short length, style No. 1, made in Carbon or "Diamond" High Speed Steel. Sizes $1/8"$ to $1 1/2"$.



3. Bonding Drills—Made in Carbon or "Diamond" High Speed Steel. Sizes $9/32"$ and $3/8"$.



4. Taper Square Shank Ratchet Drills—Made in Carbon or "Diamond" High Speed Steel sizes $1/8"$ to $2"$.



5. Drill and Countersink Combined—Fits Blacksmiths' Drill Presses. Made in Carbon or High Speed Steel. Designed for drilling and countersinking tires and wagon irons at one operation.



6. Machine Countersink—Fits Blacksmiths' Drill Presses—diameter $1/2"$ to $1"$.

The Whitman & Barnes Manufacturing Co.
General Offices: Akron, O.

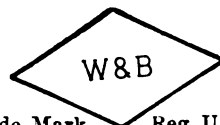
DOESN'T take much effort to sell the "W & B" line. Most mechanics know the service that goes with the "W & B" Diamond Trade Mark. Our National advertising is telling the story to everybody.

Your opportunity is to stock the items that are needed most in your market.

The suggestions made here cover tools that ought to be on every dealer's shelves. Go after the Blacksmiths, Garages, Implement Repairers, Small Machine Shops and Factories, and line up everybody that uses Twist Drills, Reamers and Countersinks.

With the proper stock and a little selling effort you can open up new business, and what you get on the lines shown here may lead to absolutely new orders for other goods.

Get busy—you can depend on "W & B" quality and co-operation to back you up.



Trade Mark Reg. U. S. Pat. Off.

Factories: Akron, O.; Chicago, Ills.; St. Catharines, Ont.

Whitman & Barnes Established 65 Years
TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

*“Once in his hand
—he’s sold”*

A MAN doesn't go past a Billings & Spencer wrench. He stops. He doesn't have to know wrenches for Billings & Spencer to interest him. It's so perfectly forged, so clean-cut, so evidently finished by men who care, that it seems to say **“I'm a worker, I was built for strains. Try me.”**

And just naturally as the man's hand grips it he senses the perfect balance. His fingers get the feel of it and he doesn't want to put it down. Once you've got it in his hand—he's sold.

Getting it into his hand—that's the work the Billings & Spencer Display Board does for you. The Board tells him the whole story. It holds up just the size he had in mind—it starts the sale.

And at the top of the Board stands the Triangle B, which says, “Rely on me”—that has unconditionally guaranteed every Billings & Spencer tool, forging or machine, since the Civil War.

That's why 7500 hardware stores, automobile accessory stores and garages give space (with pride) to Billings & Spencer Display Boards.

That's why you need one in **your** store. Get yours now—free—and stimulate your wrench sales. For particulars see catalogue—34th edition.



The
**Billings &
Spencer Co**
Hartford

GODELL PRATT

1500 GOOD TOOLS

MITRE BOXES

All Steel Construction — Made to Give Real Service

Your customers will soon be calling for MITRE BOXES. Be sure that your stock is complete, ready for the spring trade, before it is too late.

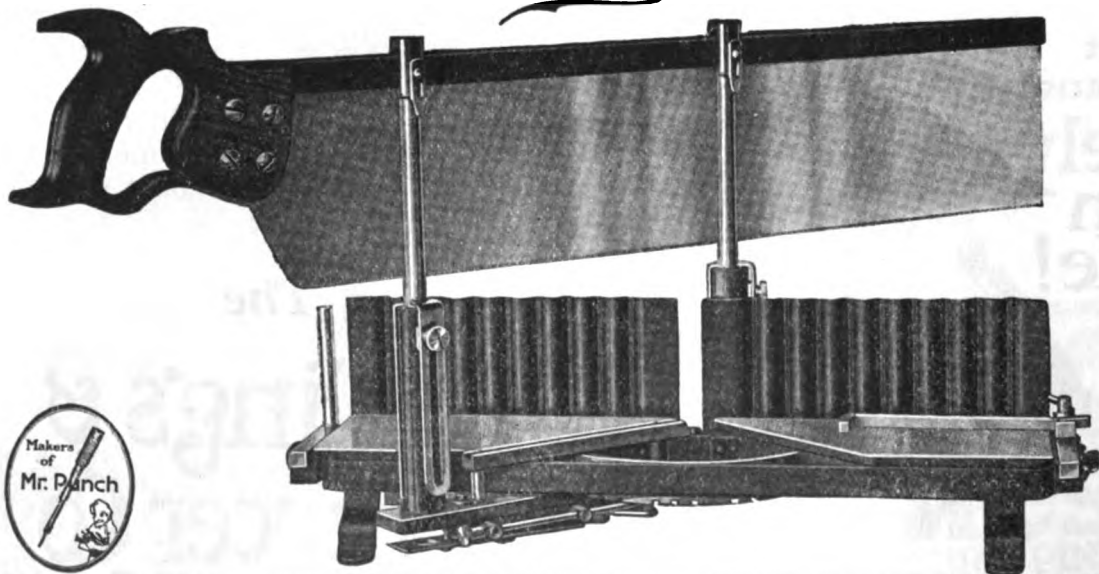
No. 1244	With 24x4 inch Saw	No. 1306	With 30x6 inch Saw
No. 1264	With 26x4 inch Saw	No. 1002	With 4 inch Saw
No. 1285	With 28x5 inch Saw	No. 1003	With 5 inch Saw
No. 1305	With 30x5 inch Saw	No. 1004	With 6 inch Saw

These Mitre Boxes may be obtained either with or without Extra Angle Attachment and Length Gauge.

Have you a copy of Tool Book No. 13?

GOODELL-PRATT COMPANY, Greenfield, Mass., U. S. A.

Toolsmiths



JOBBERS SELLING

ATLAS TACKS

**ARE GOOD PEOPLE TO
DEAL WITH**

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



Registered
Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the **LARGEST** and **OLDEST** manufacturers of **TACKS** and **SMALL NAILS** in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full **NET** weight.

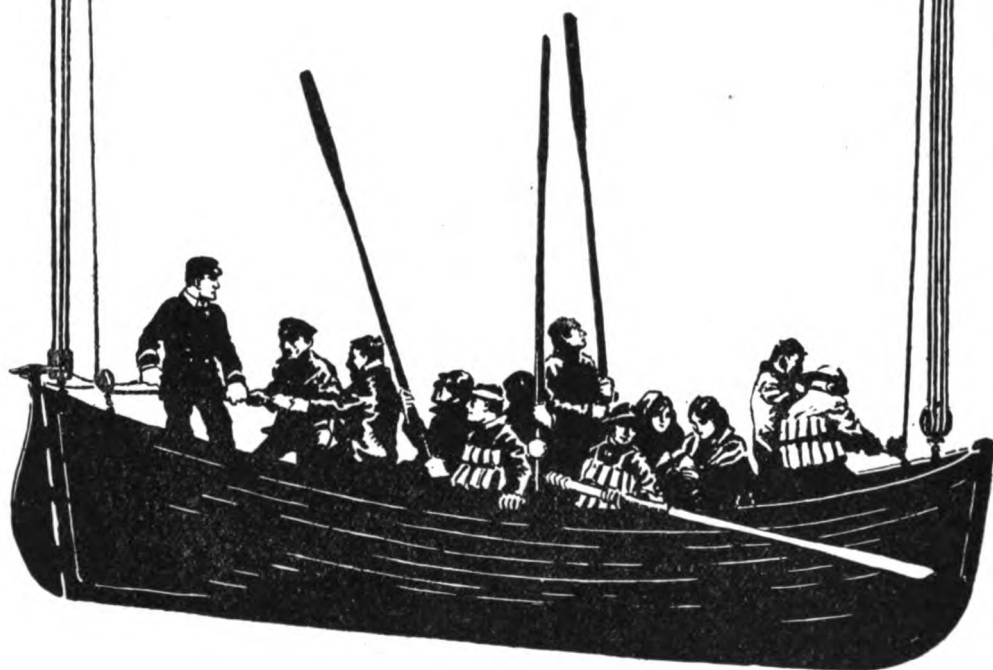
ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

COLUMBIAN

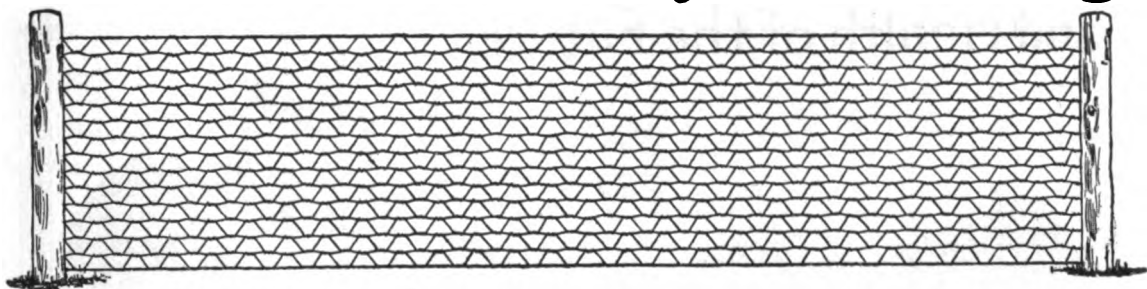
MANILA ROPE

for safety at sea



COLUMBIAN ROPE COMPANY
"The Cordage City"
AUBURN N.Y.

"W W" Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

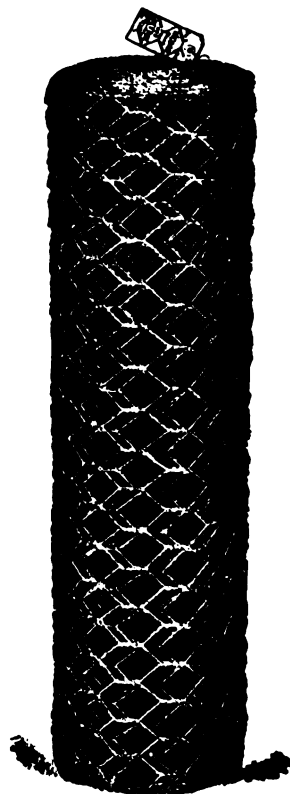
Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



The Key Hole is in the Knob

of a Corbin Unit lock set and it is shipped from the factory with all parts attached and accurately adjusted. It cannot stick or bind. Send for book RK 15 telling about it.

P. & F. CORBIN

Division

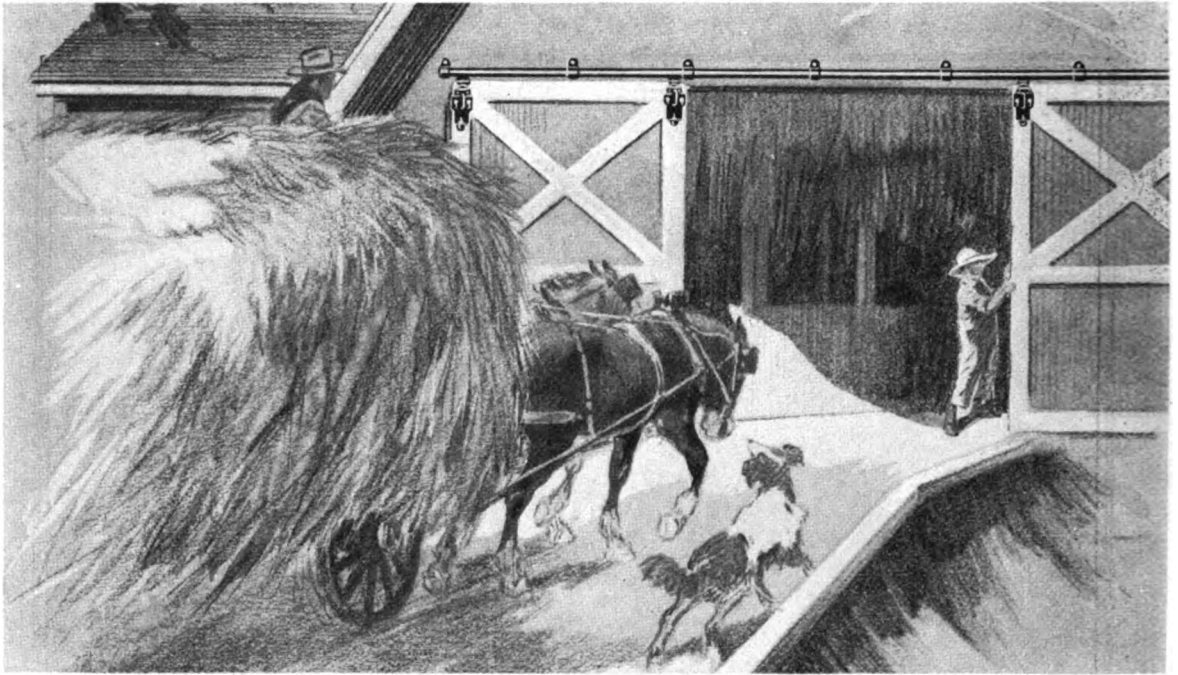
The American Hardware Corporation

NEW BRITAIN, CONNECTICUT

P. & F. CORBIN of Chicago

P. & F. CORBIN of New York

P. & F. CORBIN DIV., Philadelphia



“They Sell as Easily

SAY “Cannon-Ball” to the man who asks for barn-door hangers and the chances are ten to one he’ll say, “That’s the hanger I want.”

Here’s the most widely used door hanger in America. Why? Because it’s dependable—keeps the door in light-running condition—and stands up under years of constant service.

Cannon-Ball Door Hangers

mean easier sales and quicker turn overs than ever this spring. With the coming of spring almost every farmer will have some new building or improving to do. He will take care of the repairs that he has been putting off during the war. The dealer who fails to take advantage of this will be missing a mighty good business.

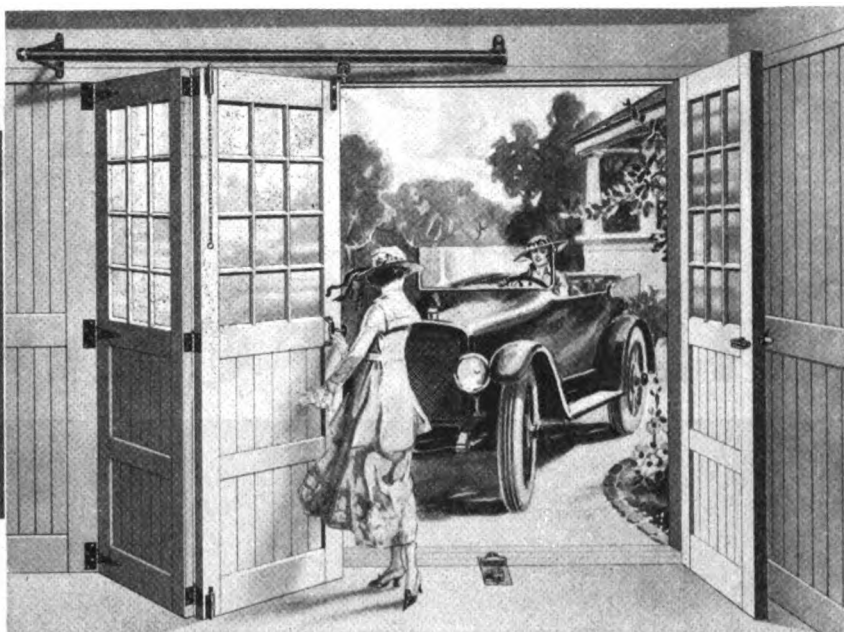
You can sell Cannon-Ball Hangers to fit any door. The STAR Line includes other door hangers—a style for every farmer’s requirement, but you’ll find Cannon-Ball your leader. Write for our sales proposition.

This neat display model sent as a part of our sales helps on Cannon-Ball Hangers. Make it your best salesman. Place it where farmers can see it and be tempted to play with the door and when they want door hangers they will know where to get them.

STAR



Digitized by Google



as They Run"

Here's the garage set that made an instant hit with garage owners. It was bound to. It did to garage doors what Cannon-Ball Hangers did to barn doors—made them slide easily and gently—yield readily even to frail fingers.

Cannon-Ball Garage Sets can be made your fastest and easiest seller. The complete set, including hangers, hinges, spring bolts, bracket, door latch, bolts, screws, etc., comes packed in a box. Your customer picks up the box, tucks it under his arm and he's off. Has everything he needs in hardware for hanging the garage doors.

Cannon-Ball Garage Sets

Let people know that you are selling these sets, as this is the type of garage door set that is in greatest demand right now. The Cannon-Ball Garage Door Set fits any door opening and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging.

Cannon-Ball Door Hangers and Garage Sets give you hangers to fit any need in hanging doors for house, barn or garage. They are but one of the many articles in the popular STAR Line of Equipment. Write us for our sales proposition.

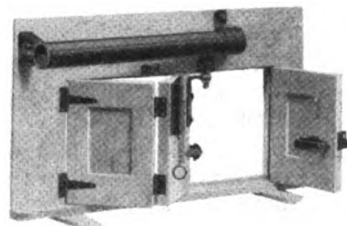
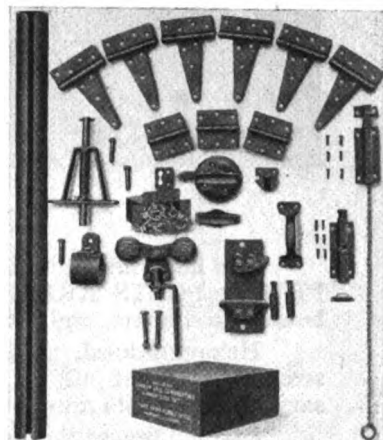
HUNT, HELM, FERRIS & CO.

Harvard, Illinois

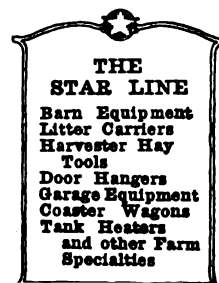
Complete Barn Outfitters

Albany, New York

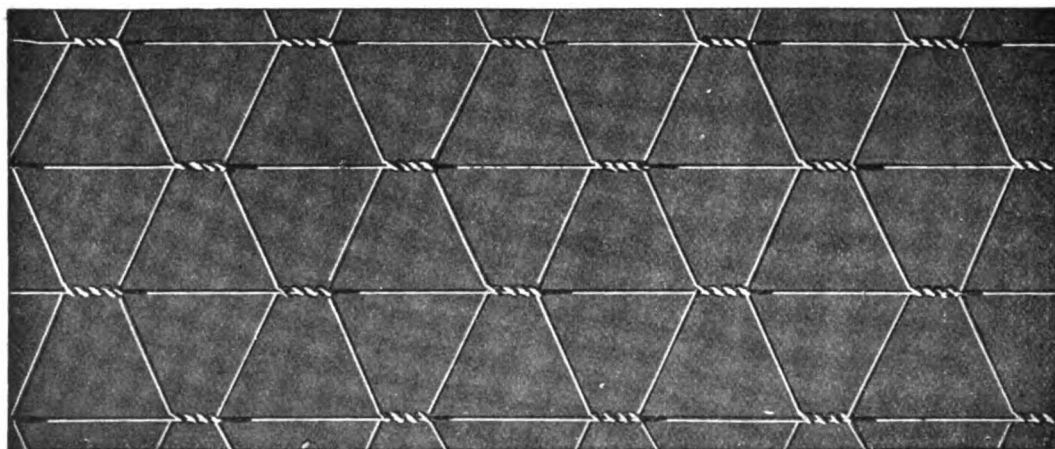
Equipment



This display model goes to you as a part of our sales help on Cannon-Ball Garage Sets



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



The Union Fork & Hoe Co.

Manufacturers of a Complete Line of
High Grade

Forks, Hoes, Rakes and Hooks

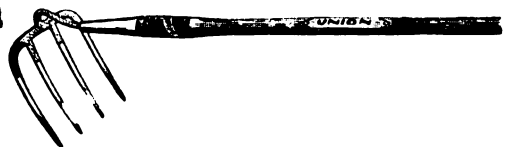


General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO



“They’re Just Right — Strong But Light”



PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

**PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES**

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHEE COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



Cuts blasting costs

Giant Explosives will do your customers' blasting better and more economically than ordinary powders or dynamites.

For more than 50 years they have been made in the West by a Western company.

Naturally they are peculiarly adapted to mining, quarrying or engineering operations under Western conditions.

Because of the constantly growing demand for Giant Farm Powders and other Giant Explosives we are looking for live, aggressive dealers in farming, mining and lumbering sections. We help our dealers build up a profitable business. Let us tell you how. Write today.

THE GIANT POWDER CO., Con., San Francisco
"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

The Long-lasting Pad



Patented in U. S.
December 1, 1914.
Patented in Canada
April 6, 1915.

**THIS NEW PAT-
ENTED HOOK AT-
TACHMENT**—found only
on pads made by us—is the
greatest improvement since
we invented the hook. It
consists of wire staple with
felt reinforcement. This
gives the hooks a firmer
hold and prevents pulling
off, even though the fabric
is weakened by long usage.

The weakest point is made strong
and life of pad materially
lengthened.

HORSE COLLAR PADS
TAPATCO
REGISTERED
BRAND TRADE MARK

Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds.
They are soft, springy, absorbent, and serve as a guarantee
against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers
through the medium of leading agricultural publications is
on a more extensive scale than previous ones. This serves
to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

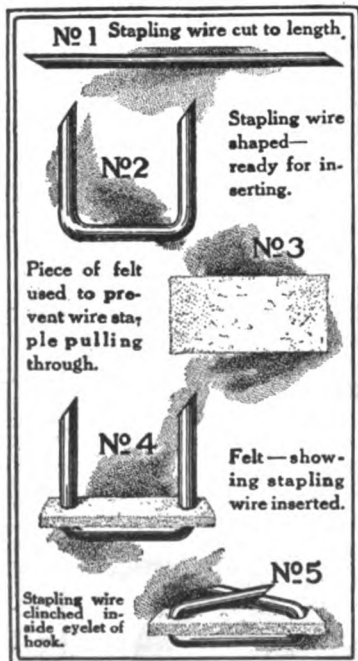
For Sale by Jobbers

Booklets furnished free on request

The American Pad & Textile Company
Greenfield, Ohio

Canadian Branch:

Chatham, Ontario



INFALLIBLE "E. C."

Which Do You Sell?

The only question is one of choice, you can sell any one of them loaded with Infallible or "E. C."

Any one of these fourteen standard brands of shells is the best the man who is accustomed to use it—when it is loaded with Hercules Smokeless Shotgun Powder.

Let your customer pick his favorite—loaded with Infallible or "E. C."—and he will have a combination that is hard to equal at the traps or in the field.

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE "E. C."

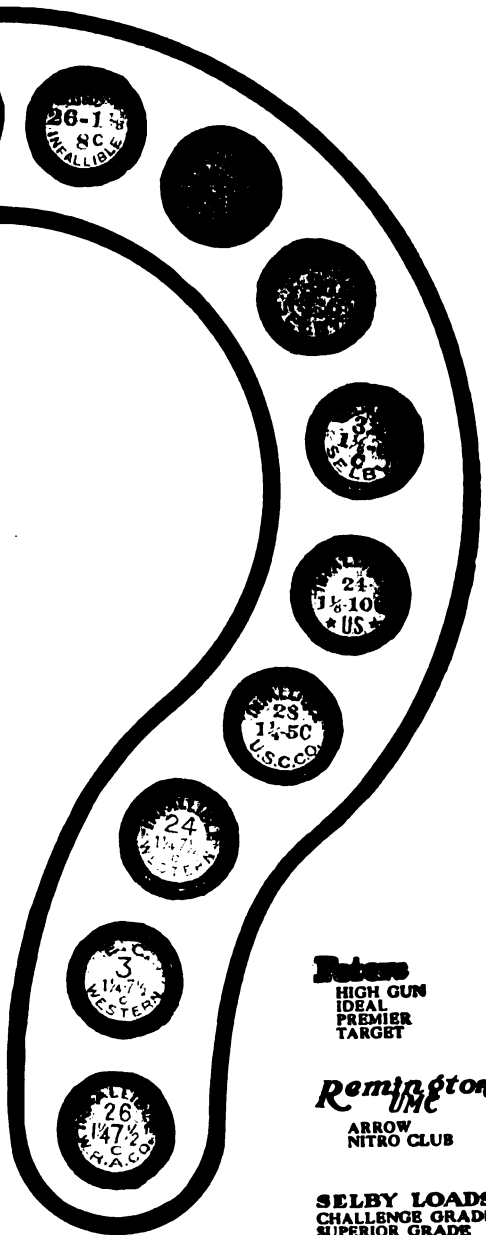
are always the same. They always give the same even patterns and high velocity with light recoil, always burn free and clean and always act the same under any weather conditions.

When you buy loaded shells be sure that they are loaded with a Hercules Smokeless Shotgun Powder, Infallible or "E. C."



HERCULES POWDER CO.

1017 Chronicle Bldg.,
San Francisco, California.



Paterson
HIGH GUN
IDEAL
PREMIER
TARGET

Remington-Union
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

U.S. BLACK SHELLS
AJAX
CLIMAX

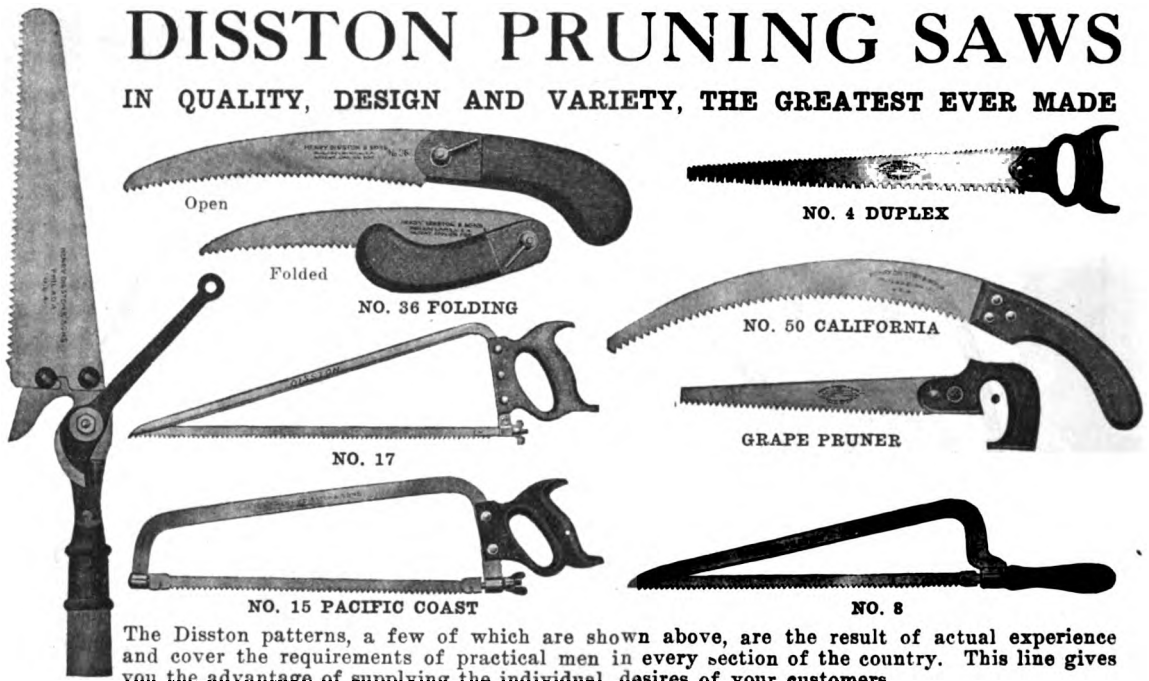
Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER



DISSTON PRUNING SAWS

IN QUALITY, DESIGN AND VARIETY, THE GREATEST EVER MADE



The Disston patterns, a few of which are shown above, are the result of actual experience and cover the requirements of practical men in every section of the country. This line gives you the advantage of supplying the individual desires of your customers.



EST. 1840

HENRY DISSTON & SONS, Inc.

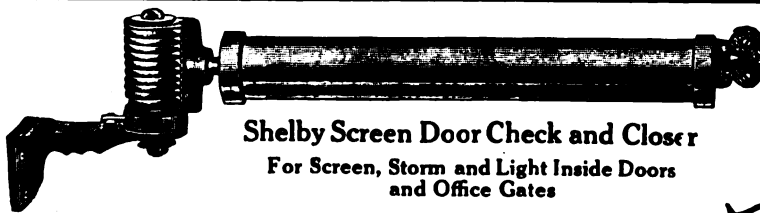
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA

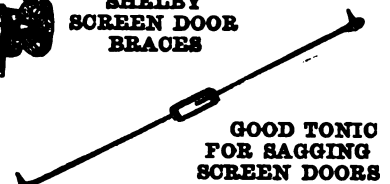
U. S. A.

Established
1840

SHELBY SCREEN DOOR HARDWARE

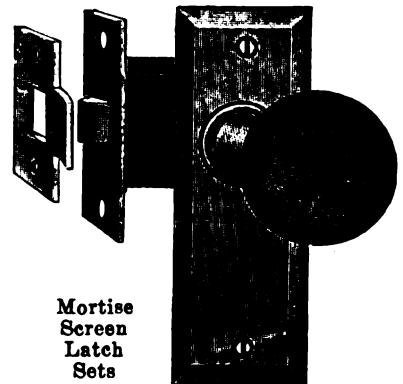
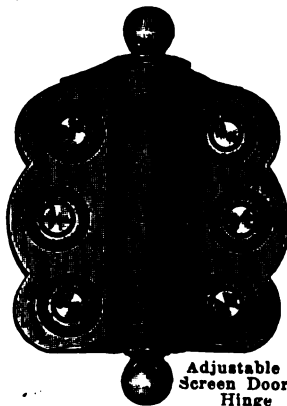


**SHELBY
SCREEN DOOR
BRACES**



WE ALSO MAKE

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.



THE SHELBY SPRING HINGE CO.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal.

SHELBY, OHIO, U. S. A.

D. L. HERMAN, Seattle, Wash.

← Coast Representatives →



REMINGTON
UMC

REG. U.S. PAT. OFF.

COMMERCIAL PRODUCTION NOW ON PRE-WAR BASIS

Pre-war production and shipments of Remington UMC shotshells and metallic ammunition have been resumed.

Our factories, which delivered to the United States Government approximately fifty per cent of all the small arms ammunition produced in the United States, both in private and Government-owned factories, have been making extraordinary efforts to return to normal manufacturing conditions.

We are now able to announce to the trade the restoration of the prompt and efficient Remington UMC service that was given before our entry into the Great War.

We take this opportunity to express to the trade our appreciation of the courtesy and forbearance extended to us over the period when almost our entire facilities were devoted to the manufacture of war material for the Government.

Remington UMC Wet-proof "Arrow," "Nitro Club" and "New Club" Shotshells.

Remington UMC Metallics for Every Standard Make of Rifle, Pistol and Revolver.

**The Remington Arms Union Metallic
Cartridge Company, Inc.**

Woolworth Bldg., New York City

CHAMPION

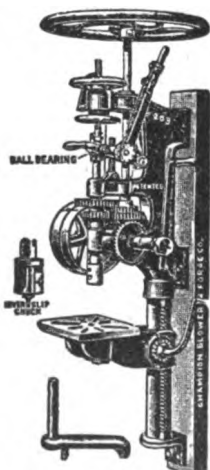
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Cata-
logue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

PENNSYLVANIA

Quality

LAWN MOWERS

Don't delay placing
orders for this season's
requirements

WE regret that
the cessation
of hostilities has not
reduced the manu-
facturing cost of
good lawn mowers.

For the present season
at least, it will therefore
be impossible for us to
make any change in
prices.

We make this definite
announcement that our
numerous trade friends
will know what to do.



Look for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers.

"Pennsylvania"
"Pennsylvania Jr."
"Pennsylvania Golf"
"Pennsylvania Putt-
ing Greens Mower"
"Continental"
"Great American
B. B."
"Shock Absorber"
"Quaker City"

"Red Cloud B. B."
"Orchid B. B."
"Daisy"
"New Belmont"
"Bellevue"
"Panama"
"Delta B. B."
"Electra"
"Pennsylvania
Pony"
"Pennsylvania
Horse"
"Pennsylvania Grand
Horse"
"Pennsylvania Trio
Horse"—36-inch
cut

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA



"The World's Right Arm"

When the Huns came face to face with our boys over there they looked into the muzzles of these Colt "Forty-fives"!

This is the official side arm of our fighting forces on land and sea.

Home demands were impossible to meet during the war, but now the great Colt factories are rushing full speed ahead to provide essential Colt protection for the homes. Dealers need no longer supply their trade with a "second best."

Colt Automatic Pistols and Colt Revolvers are being supplied the trade as fast as possible. Get your orders in for the popular models now.

Remember that the name Colt on an Automatic Pistol or Revolver assures the owner that he has the utmost attainable in accuracy, safety and dependability—"The Proven Best by Government Test."

Colt's Patent Fire Arms Mfg. Co.
Hartford, Conn., U. S. A.

Manufacturers of Colt's Revolvers
Colt's Automatic Pistols


**Over
There
Over
Here**



Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

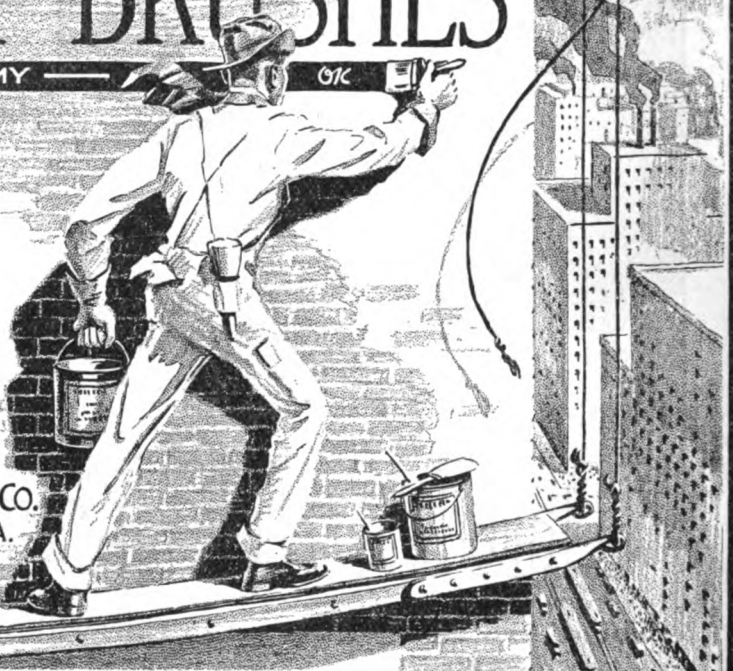
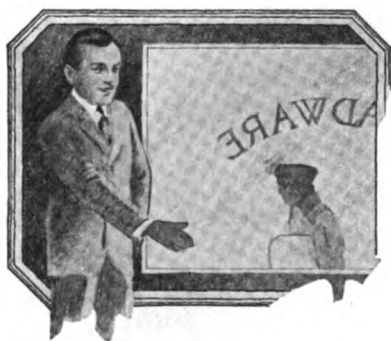
QUALITY BRUSHES

— FOR 100% ECONOMY —



ESTABLISHED - 1851
THREE GENERATIONS
Through - Three - WARS

The WOOSTER BRUSH CO.
WOOSTER, OHIO. U.S.A.

The Year of Increasing Returns

Our boys are coming back. Normal business is coming back—old familiar faces, good to see; glad hands we're proud to grasp again.

We hope that the return of CORCO Metalware to the hardware trade, with even better quality than ever, will compensate in some measure for the kindly

patience shown us during the late past while we were doing all in our power for the one supreme business of victory.

We heartily and cordially wish for you a great year of increasing returns.

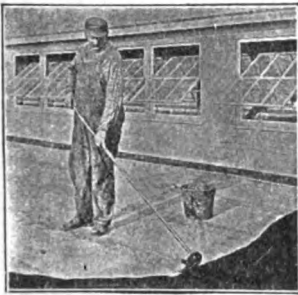
Whitaker-Glessner Company
Wheeling Corrugating Department

General Offices: Wheeling, W. Va.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS
MINNEAPOLIS KANSAS CITY CHATTANOOGA RICHMOND



Carey BLACK PAINTS



Fibre Coating

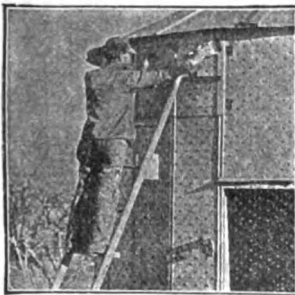
Fibre Coating will rejuvenate old worn-out roofs of every description. One application is equal to five coats of ordinary roof paint.

Black Asphalt Paint is especially recommended for all metal roofing and siding, old and new.

Noahs Pitch can be used on a wet or dry surface for stopping leaks of all kinds. Especially recommended for plugging up leaks in roofing, around flashings, chimneys, etc.



Noahs Pitch



Universal Coating

Universal Coating is an ideal protective coating for both composition and metal roofs, farm machinery and creosoting purposes.

Carbon Paint is especially adapted for heated metal surfaces, such as smokestacks, boiler fronts, etc.

Magnesia Roof Coating puts new life into old composition roofing of every description.



Magnesia Roof Coating



Black Asphalt Paint

Write for Dealer Proposition
Samples Sent on Request

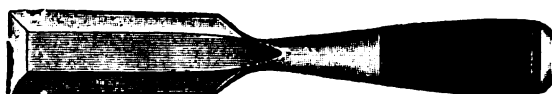
—The—
PHILIP CAREY COMPANY
232 Wayne Ave., Lockland, Cincinnati, O.



Carbon Paint



Stanley Tools



Stanley "EVERLASTING" Chisels

**STRONGEST — FASTEST —
MOST DURABLE CHISELS
MANUFACTURED**

**Blade, Shank and Head One
Piece of Steel. Exceptionally
Well Made and Highly
Finished**

May Be Had Singly or in Sets

**Packed in Canvas Rolls
or**

Fancy Hardwood Boxes

Made in all Standard Sizes

Special Circular Upon Request

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

"Son, It's A Great Saw"

**"You Bet, We
Used Them
Over There"**



SIMONDS SAW

(PRONOUNCED - SIMONDS)

A Leader in France Pacemaker at Home

Our boys over there knew a good saw and they speak right up for the Simonds.

They demanded Hand Saws that were Mechanically Right and, of course, they specified the Simonds Saw. They wanted saws that would cut right and hold their cutting edge, so they selected Simonds goods.

These same saws which Uncle Sam called for are the kind that will satisfy your customers. They excel in quality and lead all others in profit to dealer and value to customers.

Write for Catalog and Terms

Simonds Manufacturing Company

"The Saw Makers"

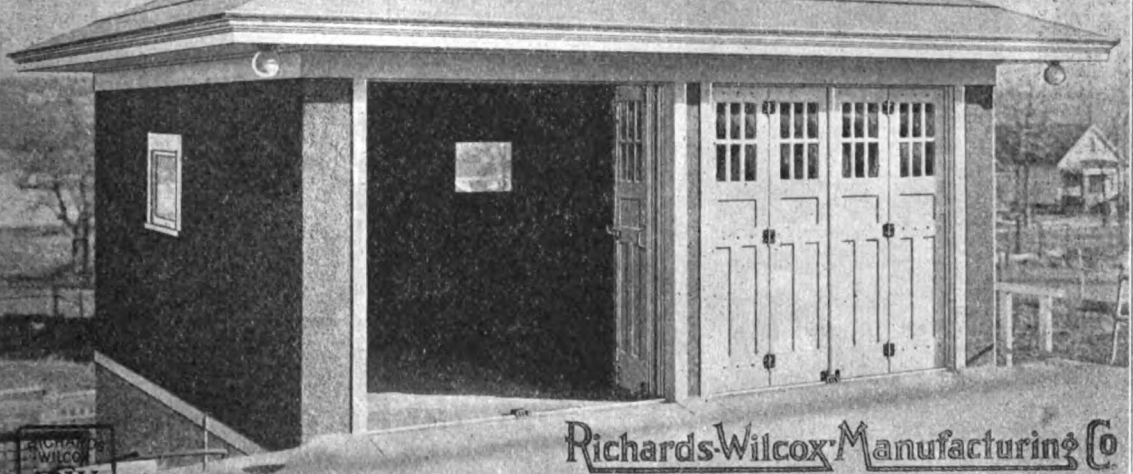
Portland, Oregon
San Francisco, Calif.

Seattle, Wash.
Vancouver, B. C.

A Fine Door-way Makes a Fine Garage

And the sure way to have a fine Garage Door-way is to equip it with

Slidetite SLIDING FOLD *Door Hardware*
PATENTED



Richards-Wilcox Manufacturing Co

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

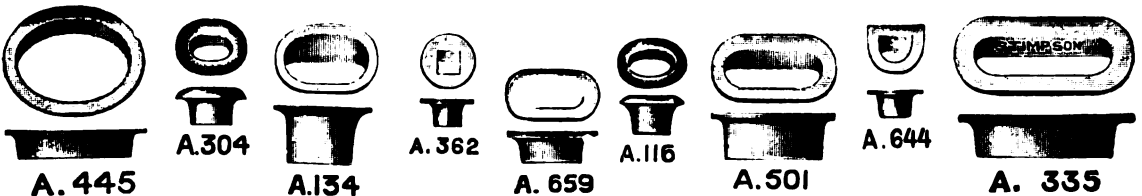
AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.

"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ATLANTA

STIMPSON OVAL EYELETS



We manufacture Oval Eyelets for every purpose. Made from Brass and White Metal. Special Oval Eyelets and Sheet Metal Stampings made under contract.

70 FRANKLIN AVENUE

BROOKLYN, NEW-YORK

Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL

Railway Car Mover

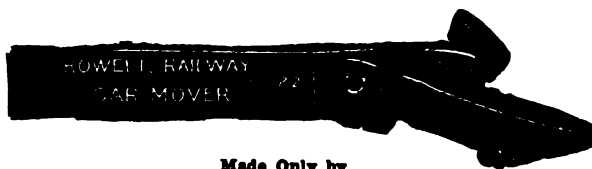
And Have a

LITTLE SWITCH ENGINE

OR

YOUR OWN

PRICE EACH, \$5.00



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

“Buffalo” Electric Disc Fans

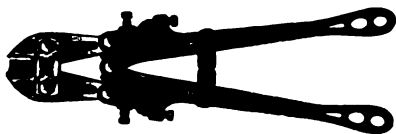
can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Taylor & Cox
Ideal Bldg.,
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The “PONY”

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



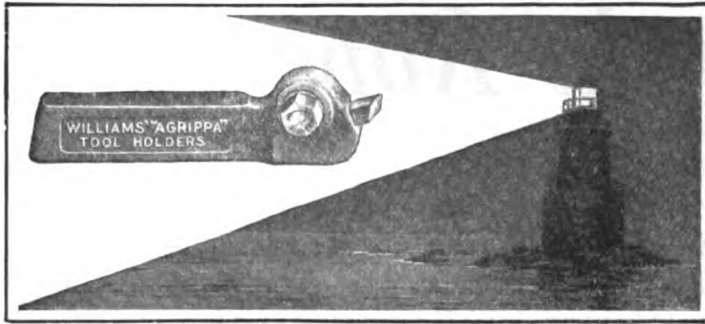
IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



THAT "SAN FRANCISCO AFFAIR"
Turned the Searchlight on Williams'
"AGRIPPA" TOOL HOLDERS
"The Holders That Hold"

Winners of the Grand Prize—the highest possible award—at the Panama-Pacific International Exposition. Thousands have been taken for munitions work by the British Empire, France, Italy, Japan and the U. S. A., because they alone save the most machine time on the job, lose the least repair time off the job, and need the least shifting between jobs.

Tool Holders for Turning, Boring, Threading, Knurling, Cutting Off, Planing and Side Work

Pacific Coast Representative
M. HOWARD
Monadnock Building,
San Francisco.

J. H. Williams & Co. "The Drop-Forging People"
60 Richards Street, Brooklyn, New York

Western Office and Warehouse:
60 So. Clinton St.,
Chicago, Ill.

SERVICE
Brier Hill Steel
Company

A. G. EULOFSOHN, Pres.

BRIER HILL STEEL CO.
OF CALIFORNIA

SERVICE
Brier Hill Steel
Company

J. S. BISHOP, Sec'y.

OPEN HEARTH
STEEL SHEETS

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

STEEL TANK PLATES

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

MILL SHIPMENTS ONLY

RIGHT PRICES

BEST SERVICE

BRANCH OFFICES

1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

Manila Rope

Quality is an investment paying handsome dividends. Giving the trade "value received" always pays. Low prices are catchy, but mighty poor salesmanship. The price cutter is an abomination in business. Prices of all cordage are now fluctuating and must be so expected for a time until conditions become normal. Don't stock up, we will carry stocks for you.

CLOVER LEAF MANILA ROPE is an ideal product in its line. Nothing better manufactured.

FOR SALE BY ALL JOBBERS
AND DEALERS



Trade Mark

Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

BARBED WIRE BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the
Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.

359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.

SALES MANAGERS

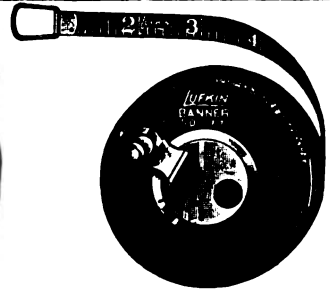
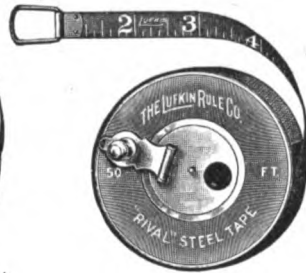
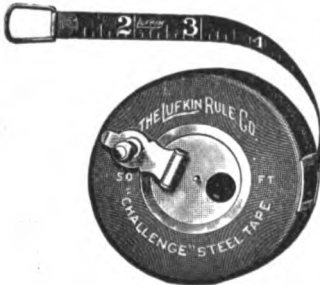
BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon.

1446 Malvern Ave., Los Angeles, Cal.



AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK



In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

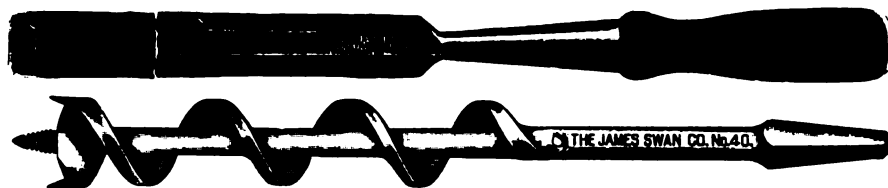
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

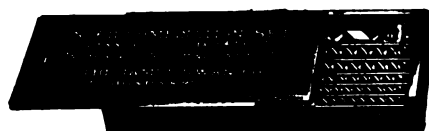
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets

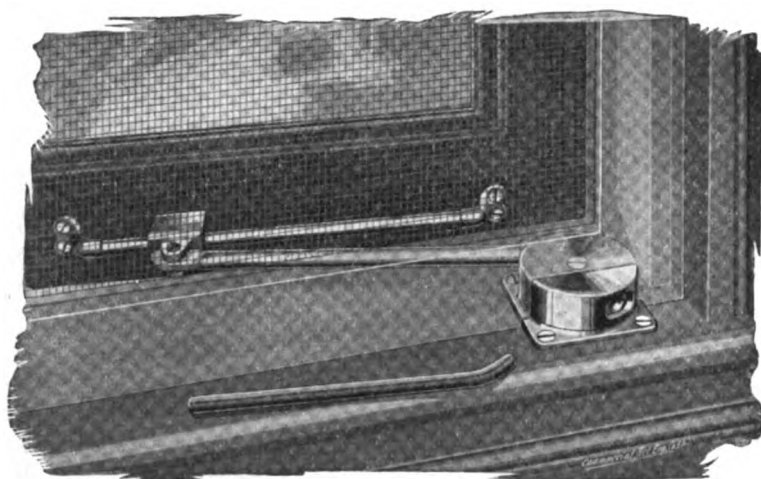


Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

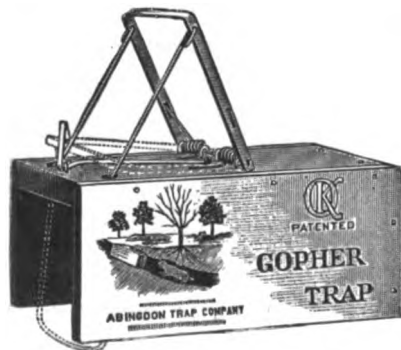
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago



**EASY TO GET RID OF THE
POCKET GOPHER WITH THE
O. K. GOPHER TRAP
SURE TO CATCH AND SURE TO
HOLD**

Manufactured by
The Abingdon Trap Co.
Abingdon, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

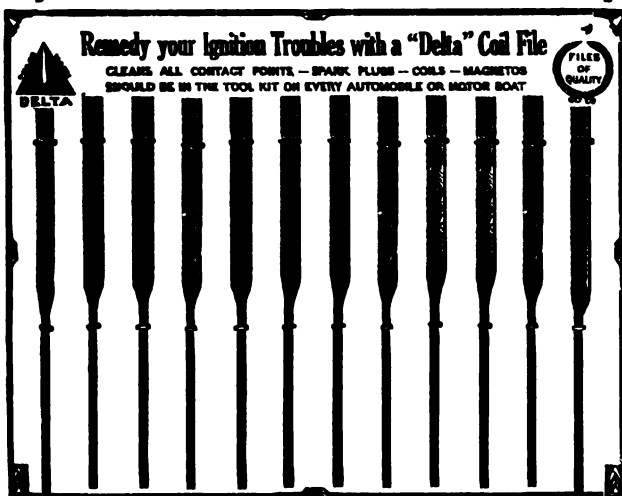


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



Cleans All Contact Points, Spark
Plugs, Coils, Magnetos

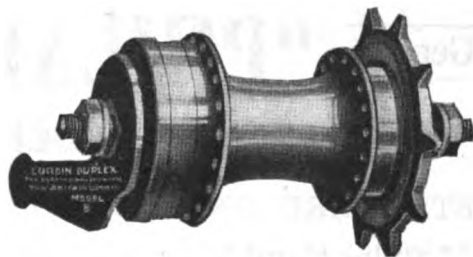
*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.



They'll Demand the Corbin Duplex

BICYCLE riders in large numbers in your town this season will come to your store and ask for the

Corbin Duplex Coaster Brake

It's being advertised right now more extensively than ever before. Its big, dominant features are being impressed on every bicycle rider the country over. Big as the demand for it has been heretofore, the call will be even heavier this year.

Your store as quality headquarters in your town must be able to furnish the accessories called for. How are you fixed for the Corbin demand—the 1919 Corbins?

Positive in action, powerful, easily controlled, simple but staunch in build, smooth, faithful the season through, the Corbin Duplex has a record of eighteen years' development behind it and a \$10,000,000 corporation that gives Corbin dealer-associates the benefits of close co-operation and selling force.

Write today for our 1919 dealer arrangements. Also ask for 1919 Corbin Duplex Catalog

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

"Also makers of Corbin-Brown Speedometers for Automobiles, Motor Trucks and Motorcycles"

Genuine "PHILADELPHIA" Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers

5 Styles Horse Mowers

3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets

PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.

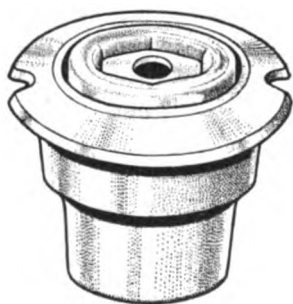
40-in. Riding Type, 8 h. p.

FLEXIBLE FRAME

Catalog on Request



Thompson Adjustable Sprinkler Heads



For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc.
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company

East Eighth and Santa Fe Avenue,
LOS ANGELES

IN STOCK



**Wheelbarrows, Concrete Mixers,
Gas Engines, Hoists, Wheels, Hand
Carts, Car Movers, etc.**

Ask for Price List 319



San Francisco, Cal.

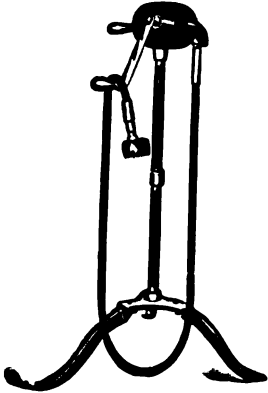
STEWART CLIPPING MACHINES

GIVE YOU A QUICK TURNOVER

The Stewart Horse Clipping and Sheep Shearing Machines are "seasonable merchandise." Demand for them each spring is as positive and active as for ice cream freezers or bicycle tires; and a hardware stock that does not contain the Stewart Machines is exactly as incomplete as that of a grocer who forgets to buy strawberries in their season.

This year you will sell more Stewart machines than ever before. Order now; through your jobbers or direct.

Stewart No. 1 Ball-Bearing Horse and Cow Clipping Machines



Will clip a horse or mule all over in 30 minutes; or a cow, round udders and flanks in 5 minutes. A boy can turn the crank while the operator does the clipping.

Machine is so well built from such quality materials that we could put our price at double our present figure and still be in line with most mechanical tools and devices. List Price \$9.75, \$10.75 west of Denver.

Stewart No. 9 Ball-Bearing Sheep-Shearing Machine

Recognized in every sheep-raising country in the world as the standard of value, and the one best machine at the price, for flocks of 300 sheep or under.

The Stewart No. 9 does such clean, quick, perfect work, and its price is so low, that the wool and labor it saves in one clip of a few dozen sheep will easily pay the whole cost to the buyer.

List Price \$14.00
\$15.50 west of Denver

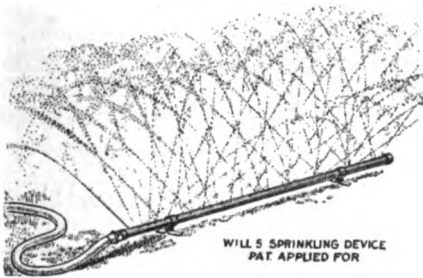


Liberal Discount to Dealers

CHICAGO FLEXIBLE SHAFT COMPANY - 5604 Twelfth Street, Chicago, Illinois

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities
Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Falling-McCalman Co. The Shaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Holley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs Co.
Co. Dunham, Carrigan & Hayden Co.
Hoffman Edw. Co.

The Specialty Mfg. Co.
ST. PAUL, MINN., U. S. A.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

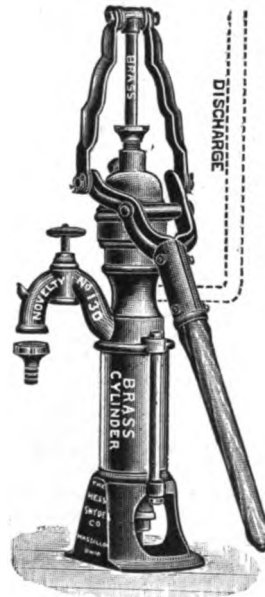
Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

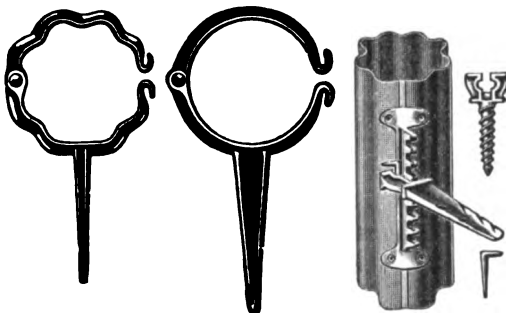
We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay — write for circular and special prices at once!

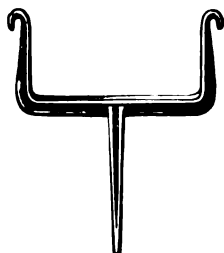
THE HESS-SNYDER CO., Massillon, Ohio

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG AND PRICES

MADE BY



BERGER BROS. CO.

Office: 229-231 Arch Street
Store: 237 Arch Street
Warerooms and Factory:
100-114 Bread Street
PHILADELPHIA

Manufacturers Tinnern'
and Roofers' Supplies

"WHY NOT"

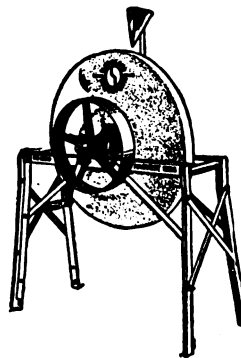
There is a vital question in every business. For instance, take the problem of grindstones — the vital question for you is:

Which Grindstones Have Best Selling Qualities?

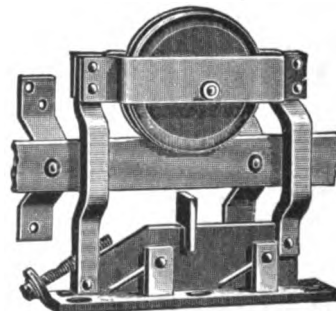
CLEVELAND GRINDSTONES

Are the Best That You Can Sell

The Cleveland Stone Co.
Union Bldg., Cleveland, O.



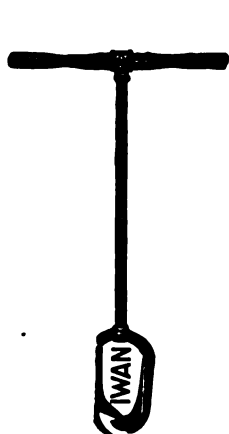
Lane's Ball Bearing Parlor Door Hangers



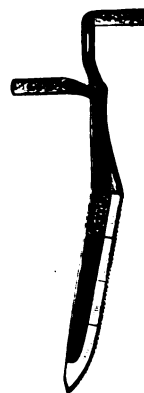
Are the easiest running, most nearly noiseless, strongest, as well as the most durable hanger on the market today. For twenty-five years universally recognized in the Building Trade as the very best Hanger made. Get our catalog showing other styles for less money.

LANE BROS. CO., River St., Poughkeepsie, N. Y.

MAKE THESE FOUR IWAN TOOLS



**YOUR
LEADING
SELLERS
TOO**



IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes

IWAN Hercules Post Hole Digger.

IWAN Perfection Post Hole Digger.

IWAN Sickle Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

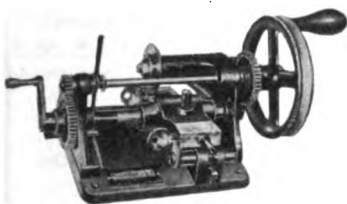
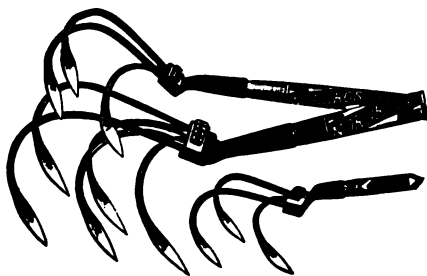
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A



With the Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

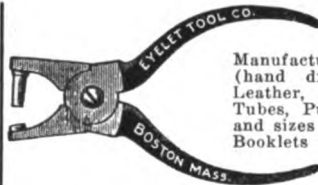
PRECISION MACHINE & TOOL CO., Sales Office, 839 Hamilton Avenue, Allentown, Pa.

Williamsons Lightning Healing Powder



Cures Galled Sores while working horses, Cracked Sore Teats on cows, Galls and Chafing on person. No pain when applied. Dealers order from your jobber. Comes dozen in display box at \$4.00. Retail at \$6.00.

WILLIAMSON MFG. CO. . . . SHEFFIELD, ILLINOIS



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

40 Lincoln Street
BOSTON - MASS.

SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBER CARRIES THEM
J. SAND & SONS - Detroit, Michigan



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

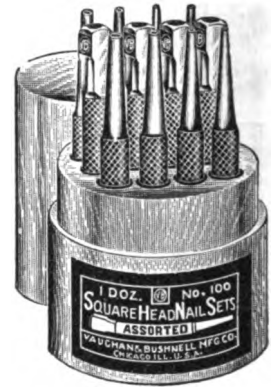


V & B Square Head Nail Set

Patented



No. 100



Display Box

Point 1/32, 2/32, 3/32, 4/32, 5/32.

These Nail Sets are made in One Piece.

Owing to the square head design, they will not roll. Cup pointed, individually tempered.

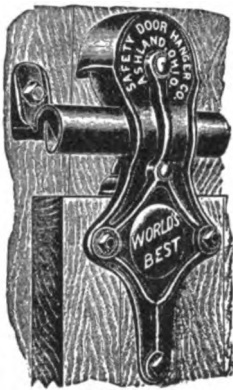
For sale by all leading jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools.

2114 Carroll Ave.

Chicago, Ill.



YOU ARE RIGHT IN
RECOMMENDING

"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

*Barn, Factory
and
Warehouse
Door Hanger*

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-OO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.


1852


TROY, N. Y.

1918


“LENOX”

HACK SAWS





BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

A Big Majority Use the W. ROSE

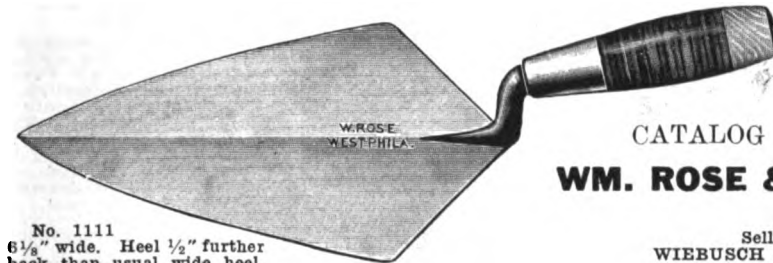
JUST ASK YOUR CUSTOMERS

Masons work side by side in large gangs and follow their trade from city to city. They have seen the merits of the W. ROSE, and have spread the news.

All Jobbers Have It

CATALOG OR DISPLAY CARD!

WM. ROSE & BROS., Sharon Hill, Pa.

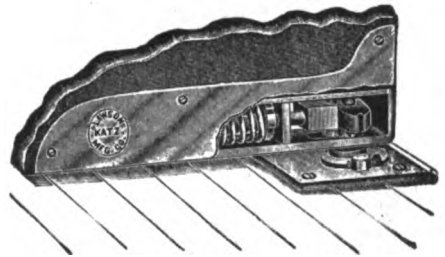


Selling Representatives
WIEBUSCH & HILGER, Ltd., New York



Surface Floor Spring Hinges

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street

Sure, It's a New PULL-EASY Adjustable Garden Cultivator

Combines the popular five-prong style with the great PULL-EASY Adjustable feature. Can be used as a rake when spread out to full twelve-inch width.

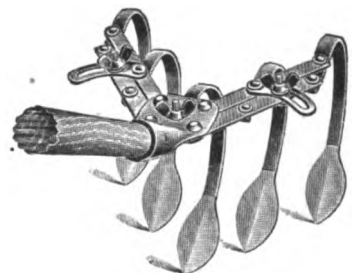
Costs no more than the old rigid style and outsells it two to one.

It is guaranteed. Our Number PE5. Ask your jobber.

THE PULL-EASY MFG. CO., 483 Barstow Street, Waukesha, Wisconsin

Teeth—Five, channeled steel, guaranteed unbreakable.
Points—Convex for perfect scouring.
Handle—Four feet long, polished.
Adjustable—6 in. to 12 in. wide.
Packed—Half dozen in a crate.

PULL-EASY



McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

ONLY
BOMMER
DOUBLE ACTING
SPRING BUTT HINGES

have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.

No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
BOSTON, MASSACHUSETTS

The
Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE
HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith	Supplies

SAM-E-KAR \$4

Half a Million
Sam-E-Kars
for 1919

Only by this increased production are we enabled to reduce the price to Four Dollars

Better construction and finish than ever.

A Child's Hand Car



No Foot Action
It Saves Shoe Leather

Something New
Under the Sun

Adjustable to Age of Child

GROWS WITH THE CHILD—FOR GIRL OR BOY

Dealers are never overstocked with odd sizes. The SAM-E-KAR can be adjusted to the size for which there is the greatest demand.

If your jobber cannot supply you write us for information.

BAKER-SMITH COMPANY
Rialto Building, San Francisco

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures **QUALITY, SERVICE AND SATISFACTION** wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.



A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.



BUFFALO WIRE WORKS COMPANY
Formerly Scheeler's Sons
524 TERRACE - BUFFALO, N. Y., U. S. A.

GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

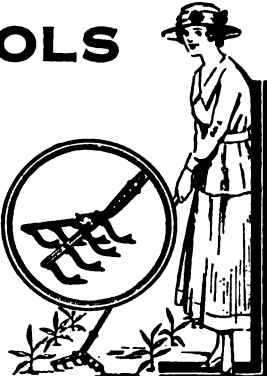
The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.


J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O.
Box 299, San Francisco.



"STAR" EXPANSION BOLTS



Trade Mark
"SEBCO"

A Pleasure to Sell

Standard the
World Over

STAR EXPANSION BOLT CO.
120 West Lake Street, Chicago
147-149 Cedar Street, New York

Ohlen Saws

Columbus, Ohio

Western Branches

Portland, Ore. San Francisco

Standard for Sixty-Five Years

SCARCITY OF BLADES IS YOUR OPPORTUNITY

Never has such an opportunity to make money sharpening safety razor blades presented itself to Hardware dealers as right now.

Now since Uncle Sam has taken over the output of most of the leading manufacturers of safety razor blades, men cannot obtain new blades and consequently are having their old blades resharpened.

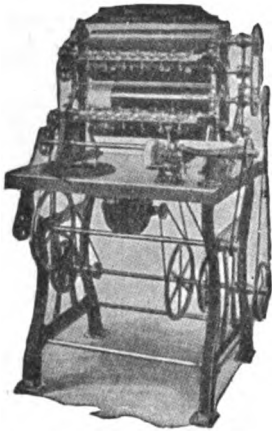
Don't delay, but grasp the opportunity and install a

Hatfield Complete Sharpening Machine

Noise it around town that your store is a "Sharpening depot" for safety razor blades and watch the shavers flock there.

You'll soon be netting from \$5.00 to \$12.00 per day. The Hatfield will sharpen any of the 300 different makes of safety blades and a 12 blade machine turns out one dozen perfectly sharpened velvet edge blades every 5 minutes. It will also sharpen other cutlery. Write for our "Money Making Plan" right away and get ahead of the others.

HYFIELD MFG. COMPANY
21 Walker Street, New York City



ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size 2 1/4 x 24 in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. 2 1/4 x 24 in.

All our Leather and Web stropps are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, 2 1/4 x 24 in.

Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

Western Representatives,
GRIFFITH SALES CO.,
461 Market St., San Francisco.
ALLEGRETTI MFG. CO.,
Geneva, N. Y.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO.,** Dept. "A," Torrington, Conn.

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

Specialty Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

COBBLER SETS



LEADER

The Right Kind for You to Handle

STAR HEEL PLATES



No. 4

FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS



**THE
BEST
MADE**

**OUR
PRICES
ARE
RIGHT,
TOO.**

**Empire
Guaranteed**

WRITE FOR CATALOG NO. 15

STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

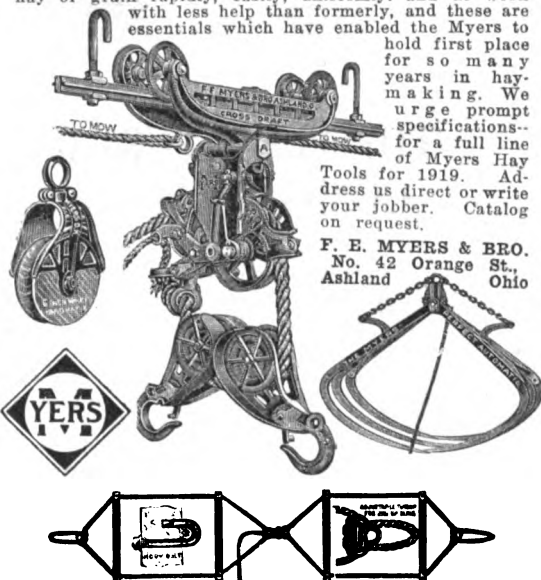
Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

MYERS Hay Tools

We believe that the Quality of Myers Unloaders, Forks, Slings, Pulleys, Hooks, Tracks and Fixtures will appeal to farmers this year more than ever before. Speed, Ease of Operation, Large Capacity and Uniform Service are demands to be met in unloading hay or grain from rack into mow or onto stack, and Myers Hay Unloading Tools meet these requirements through their size, strength and many patented features—they unload hay or grain rapidly, easily, uniformly, and do work with less help than formerly, and these are essentials which have enabled the Myers to hold first place for so many years in hay-making. We urge prompt specifications for a full line of Myers Hay Tools for 1919. Address us direct or write your jobber. Catalog on request.



F. E. MYERS & BRO.
No. 42 Orange St.,
Ashland Ohio

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TIRE TOOLS

MATCHLESS KNIFE HANDLES



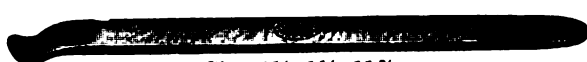
Length 11½ inches. List.

No. 38 Polished Ends.....\$6.00 doz.

No. 39 Full Polished.....\$9.00 doz.

C. W. GAUSE CO., Western Sales Agents,
693 Mission St., San Francisco, Cal.

REX—ALL STEEL



Size 1¼x1½x11½

List.

No. 154 Blued Polished Ends.....\$4.00 doz.

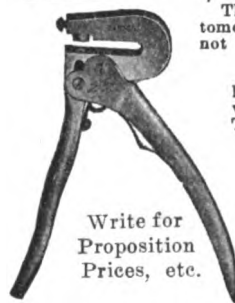
J. C. McCARTY & CO.,
Eastern Sales Agents New York City

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

SELL 100% SERVICE TOOLS



The inferior tool "sticks" the customer, prevents his coming back—not the dealer. The powerful

SAMSON PUNCH

like Liberty Bonds, is a good investment any way you take it. The Samson creates satisfaction and confidence toward the dealer, because it delivers the highest punch service.

For punching any sheet metal, leather, paper, fabrics, giving the widest range of uses in the greatest variety of trades, the Samson assures unqualified satisfaction. It punches an accurate, clean, burr-free hole with minimum effort. The same tool

head takes seven interchangeable size dies—from 1/16" to ¾" diameters. Nickel plated. Simple in construction. Made to last.

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

"GOLD MEDAL"

"GOLD MEDAL"

(Trade Mark Reg. U. S. Pat. Office)

"GOLD MEDAL"



THE FURNITURE THAT IS LIGHT—STRONG— COMFORTABLE—AND FOLDS COMPACTLY

These qualities have made it the choice of experienced campers and sportsmen everywhere. It has stood the severe test of the Army through two wars—1898 and 1918—and is still the Government Standard.

Our National Advertising is creating a big demand for "Gold Medal" Furniture. Are your stocks in shape to take care of the demand in your locality?

We refer all inquiries to our dealers

GOLD MEDAL CAMP FURNITURE MFG. CO.
RACINE, WISCONSIN, U. S. A.

"GOLD MEDAL"

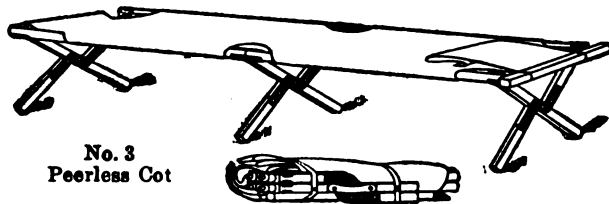
"GOLD MEDAL"

"GOLD MEDAL"

WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

FOLDING CAMP FURNITURE

Cots, Chairs, Stools



No. 3
Peerless Cot

Also a Complete Line of

**Canvas Goods, Tents, Covers
Pau'lins, Leggings, etc.**

**SLASHER MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for
hand made Axe.
Pick, Sledge and
Hammer Handles.

**IVORY HANDLE
COMPANY**
Hope, Arkansas



PREPARE FOR THE INDOOR SEASON
BY LAYING IN A SUPPLY OF

Peters Semi-Smokeless Cartridges

The Ⓢ brand is known among users of the rifle and revolver to possess that extreme accuracy, cleanliness and uniformity which makes high scores possible. That Peters ammunition is an effective aid in developing and sustaining the highest degree of marksmanship is proven by the records made with it in recent years. They have won the following:

- 1918—N.R.A. Inter Club Team Championship, Peters Rifle and Revolver Club, Kings Mills, O. (3rd successive time).
- 1918— “ High Individual score, 2000 ex 2000 by Capt. T. K. Lee, Birmingham, Ala.
- 1918— “ Military School championship, St. Johns Military Academy, Delafield, Wis.
- 1918— “ High School championship, Iowa City High School, Iowa City, Iowa.
- 1918—Zettler Championship Match, Arthur Hubalek, 2476 ex possible 2500
- 1919—U.S.R.A. Championship Match A, Capt. T. K. Lee, 477 ex 500
- 1918— “ “ “ B, Capt. T. K. Lee, 482 ex 500—A New World's Record

Shooters intending to compete in the 1918-1919 Indoor Matches or in club practice events will do well to provide themselves with **PETERS SEMI-SMOKELESS AMMUNITION**, the kind that has won more important victories in the past 20 years than all other makes combined.

There is a dealer in your town handling the Ⓢ brand.

THE PETERS CARTRIDGE COMPANY, CINCINNATI, OHIO

Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Co., Portland-Spokane, Duluth, Winnipeg-Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Gloss & Brittain, San Francisco

BEWARE OF JAPANESE IMITATION LEADERS!

—Carry a full line of “Telarana Novas”—there's a size for every fish.

—Anglers won't go fishing without the real thing.



JOE WELSH

PASADENA - CALIFORNIA

Exclusive Agent U. S. and Canada

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco
RAZORS

GENEVA CUTLERY COMPANY

157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors

Established



1 8 9 9

THE GENUINE Hildebrandt Spinners and Flies

MADE ONLY BY

The John J. Hildebrandt Co.

Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

INCREASE YOUR PROFITS

By Having a Complete Stock of **SUMMER SPECIALTIES**, which include

Lawn Mowers

Grass Catchers

Garden Hose

Lawn Sprinklers

Hose Fittings

Automotive Equipment

Auto Casings & Tubes

Lunch Sets

Tents

Leonard Refrigerators

White Mountain Freezers

Hot Point Electrical Specialties

Oil and Gasoline Cook Stoves

Fruit Jars, Caps and Rubbers

22 Cal. Rifles and Ammunition

Fishing Tackle

Baseball Goods

Tennis Goods

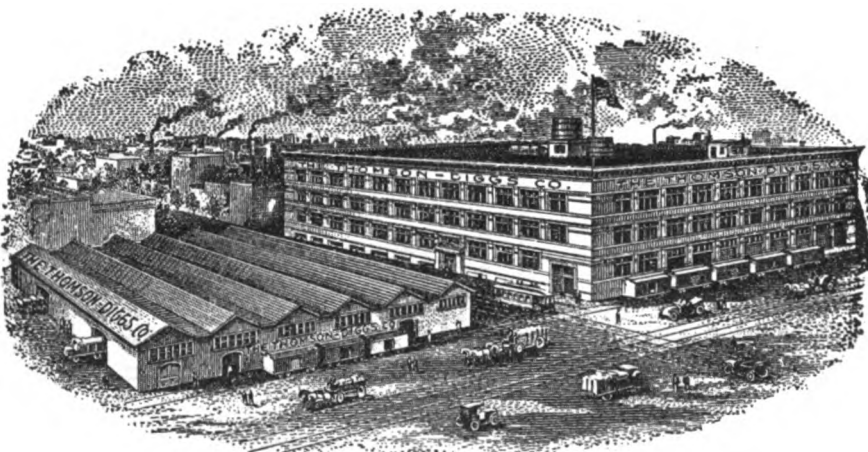
SALT LAKE CITY,
UTAH

The Salt Lake
Hardware Co.

POCATELLO,
IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets

PORTLAND, OREGON

Garden Tools

Great American Lawn
Mowers

Poultry Netting

Pruning Shears

Goldsmith Guaranteed
Baseball and
Athletic Supplies

High Grade Fishing Tackle

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Washington

WHOLESALE

Standard Trade-Mark Lines

Sargent Hardware
Monarch Ranges
Diamond Tires
Schuttler Wagons

Lincoln Climatic Paints
Automobile Accessories

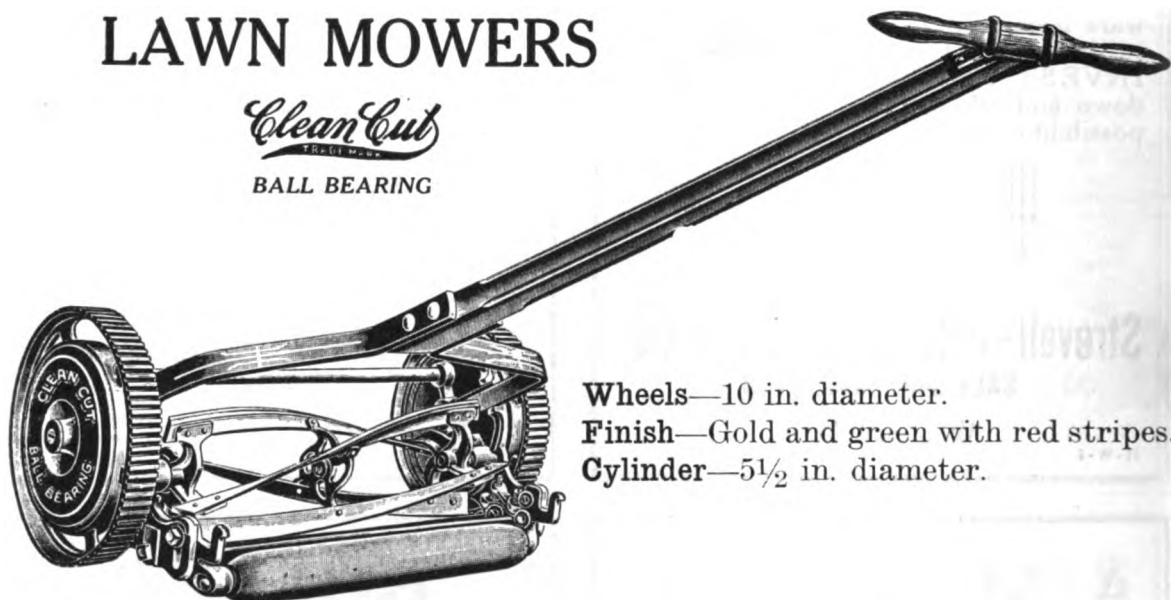
Prompt, Courteous Service

LAWN MOWERS

Although the trade generally have probably bought their season's supply of Lawn Mowers, many stocks will run short before the season has fairly started, and to meet this want we wish to call the attention of the trade to our very complete stock

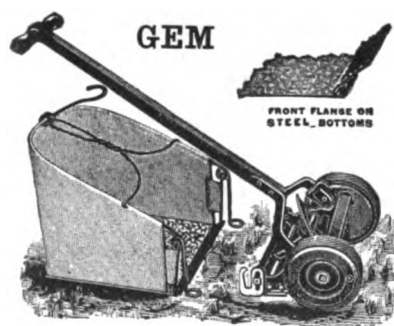
LAWN MOWERS

Clean Cut
TRADE MARK
BALL BEARING



Wheels—10 in. diameter.
Finish—Gold and green with red stripes.
Cylinder—5½ in. diameter.

Patent dead knife, positively self-sharpening until the knife is entirely worn out. Crucible steel blades oil tempered and hardened, adjustable cut, ball bearings of latest improved pattern. All parts interchangeable. All parts guaranteed against defects. Although we particularly recommend our "Clean Cut" Mower shown above, we have many other styles which will be found illustrated and described in our general Catalog No. 60, pages 262 to 266.



This is a very popular Grass Catcher and a good seller. See our catalog, page 268, for other styles.

Galvanized sheet steel bottom. Duck sides. Canvas is attached to bottom by a double fold of the sheet steel. Depth 16 inches, width 17 inches.

DUNHAM, CARRIGAN & HAYDEN CO.
SAN FRANCISCO, CALIFORNIA, U. S. A.

Seasonable Goods for Spring and Summer

GARLAND GAS RANGES BLUE FLAME OIL STOVES CAMP STOVES

HERRICK SPRUCE-LINED AND ALASKA REFRIGERATORS

FLY TRAPS AND FLY SWATTERS

WHITE MOUNTAIN AND ARCTIC FREEZERS—ICE CREAM DISHERS

WINDOW SCREENS—WATERING POTS—WATER COOLERS

UNIVERSAL VACUUM BOTTLES

MANGRUM & OTTER, Inc.

Wholesale Dealers

827-831 MISSION STREET

SAN FRANCISCO



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

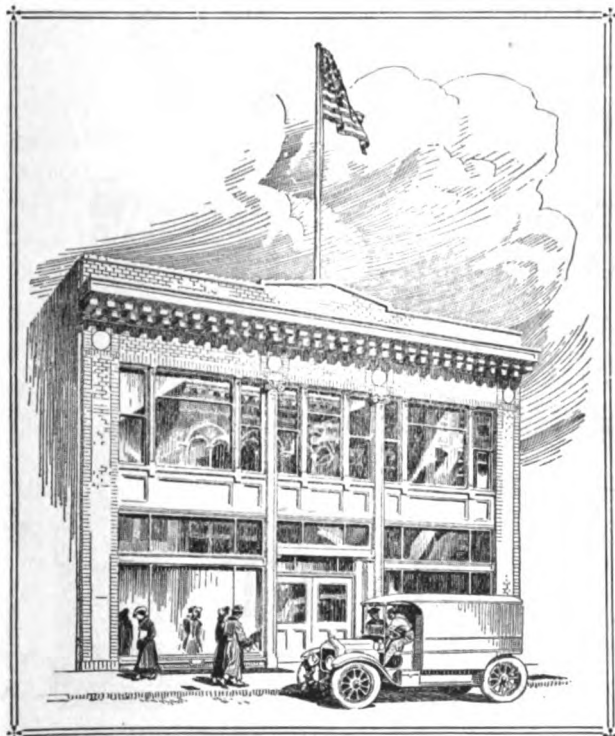
If Your Jobber Does Not
Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



H. ROTH & SONS

SPECIALTY HARDWARE JOBBERS

We are making additions
to our stock as rapidly as
conditions permit

—
"TRY US FIRST"
—

H. ROTH & SONS

Specialty Hardware Jobbers

942-944-946 Mission St.

SAN FRANCISCO - - CAL.

Whiton Hardware Co.

JOBBER OF

**HARDWARE
IRON STEEL
SPORTING GOODS
AUTOMOTIVE SUPPLIES
AND
ACCESSORIES**

Our Mail Order
Department
Gives
Prompt Service

**WE HAVE IT
SEATTLE**



Oh, That Reminds Me!

Wire B. H. & P. Co. immediately, for a duplication of my last order for:

G & J Casings and Tubes

Alamo Engines, Color Maroon

(Stocked from 1½ to 15½ H. P.)

**Crown, Adlake and
America Bikes**

Clarks Box Hatchets

Veedol Oil

Alcock's Imported Flies

The last lot took like a "wee bit of Scotch and Soda" with a Scotchman, so **WHY NOT AGAIN.**



Baker, Hamilton & Pacific Company

WHOLESALE DISTRIBUTORS

Seventh, Townsend and King Streets
San Francisco, California



No. 6 Nickel or Gun Metal

No. 82 Pure Nickel Silver Highly Finished Handle

EAGLE POCKET KNIVES

MADE IN THE U. S. A.

Patents Allowed

To Retail From 10c to 25c

PROMPT DELIVERY

Low in Price but made for satisfactory service.
Durable in construction. Nickel Plated or Gun
Metal finished handles. Blades open
and close with a snap. Properly
tempered and ground sharp.

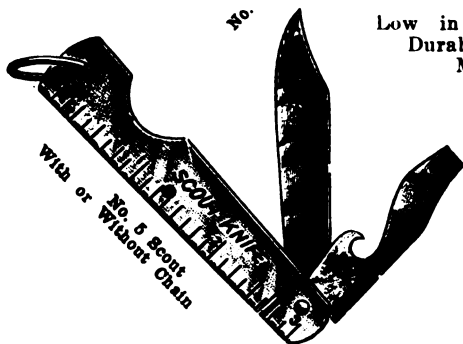
SOLE DISTRIBUTORS

**GEO. BORGFELDT
& CO.**

NEW YORK

 Write for
Information and Prices


No. 8

With or Without Chain
No. 6 Scout

No. 82

The Ontario Knife Company, Franklinville, N. Y.
WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once


**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**
**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety
of Knives with improved Sanitary Aluminum Handles.**

 We manufacture the largest variety and the largest quantity of kitchen knives made by
any one house in the world.



Three sizes of Pail
Four sizes of Can

**Your Best
Customers
Already
Know
About
This Can
and Pail**



In the leading magazines for years we have been showing them why Witt's Can and Pail outlast two ordinary cans; why they are 29 times stronger than plain steel; why the dog-proof lid keeps odors in, keeps dogs out.

The market is ready for Witt's Cans and Pails. Display the product in your store and quick sales are sure.

THE WITT CORNICE CO.
CINCINNATI, OHIO

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co. San Francisco
Dohrmann Commercial Co. San Francisco
Dunham, Carrigan & Hayden Co. San Francisco
Heyman-Weil Co. San Francisco
Holbrook, Merrill & Stetson, Inc., San Francisco
Mangrum & Otter, Inc. San Francisco
Seller Bros. & Co. San Francisco

**WITT'S CAN and
PAIL**

CHATILLON SCALES



FOR THE HOUSEWIFE WHO
DOES NOT BELIEVE IN
HAPHAZARD PRESERVING

There is scarcely a household in all your immediate vicinity in which at this time of the year the housewife is not interested in the question of fruit and vegetable preserving.

CHATILLON PRESERVING SCALES insure preserving results. They are accurate and dependable. Stock them.

You will not only profit from their sale, but the housewife, knowing the reliability of Chatillon Scales and wanting paring knives, Mason jars and other preserving accessories, will depend upon you for these, too.

Displaying and pushing household scales offers an excellent opportunity of increasing sales with the consequent increase in profits and prestige as a quality dealer.

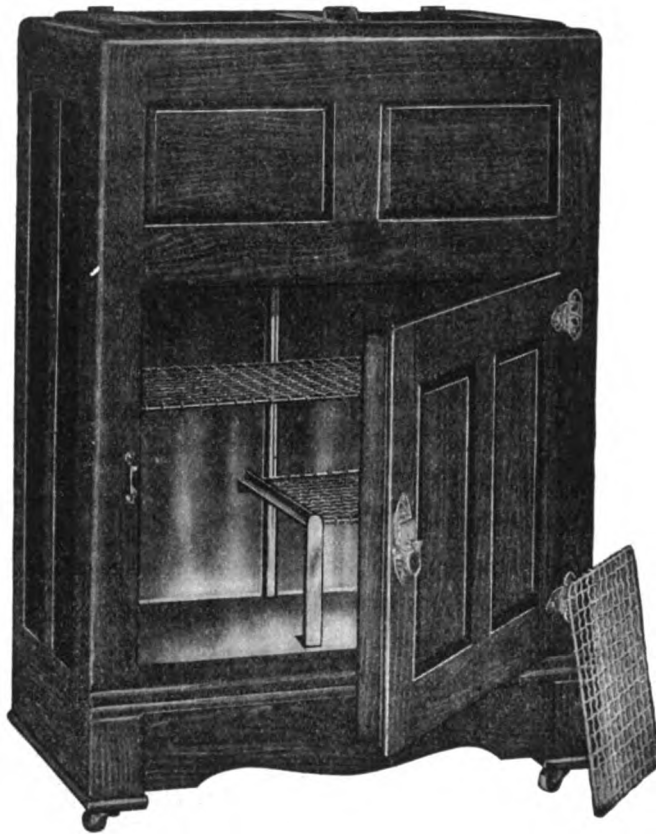
*Send for Our Catalog
No 19*

JOHN CHATILLON & SONS

Established 1835

85 Cliff St., - New York City

Monarch Refrigerators



Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

Monarch Refrigerator Works
Burlington, Vermont

SEND FOR 1919 CATALOG

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost No More Than Imitation or Inferior Articles

But They Build Up
Your Trade and Satisfy
Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.

**EXAMINE SAMPLES OF THIS
WARE AND PROVE IT
FOR YOURSELVES**



Sold by All First Class Jobbers Throughout the West
ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles, Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

No. 117
Japanned
\$1.30

No. 118
Tinned
\$1.40



If Cherries Were Seedless—

wouldn't there be a demand? Because cherries, but for the pits, are one of the most delicious of all fruits. But it is the stoning by hand that housewives rebel against, and that robs cherries of the high place they deserve on the list of household preserves. The

"ENTERPRISE" Cherry Stoner

removes the stones in a way that is a revelation. Fill up the hopper, turn the crank, and out come the cherries—as fast as they can follow one another—each perfectly stoned, without being mashed or mangled—the fruit, round, plump and appetizing, drops into one dish and the pits into another. The "ENTERPRISE" does all the handling that formerly made cherry-stoning a nightmare of stained hands and "messy" work.

The cherry season is almost here. Order a supply of "ENTERPRISE" Cherry Stoners from your jobber at once. Display them—build up an appreciation of the value of cherries for preserves, pies, puddings, frozen fruits, etc., and you'll have a rush from the beginning of the season until the last.

FREE SALES HELPS—Folders imprinted with your name and address, with captivating descriptions of the "ENTERPRISE" Cherry Stoner, and the results obtained with it, will be sent you free, provided you tell us how many you need.

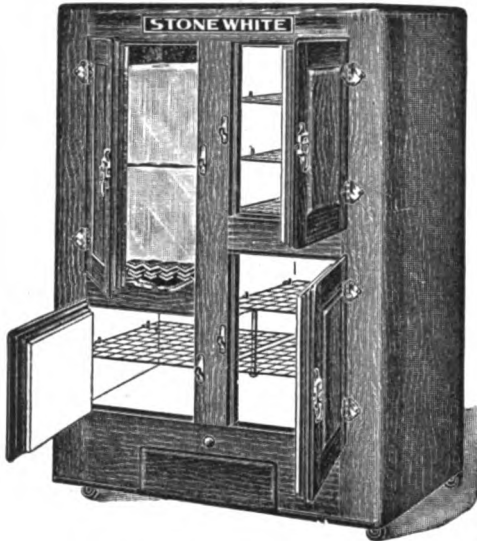
You can make good profits and meet all competition with the "ENTERPRISE" Line

The ENTERPRISE MFG. CO. OF PA., Philadelphia, U. S. A.

29 Murray St., New York

77 O'Farrell St., San Francisco

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

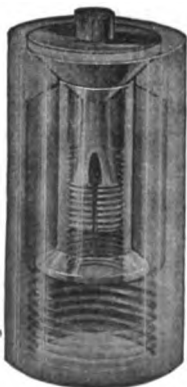
W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

209 Scott Bldg., Salt Lake City, Utah

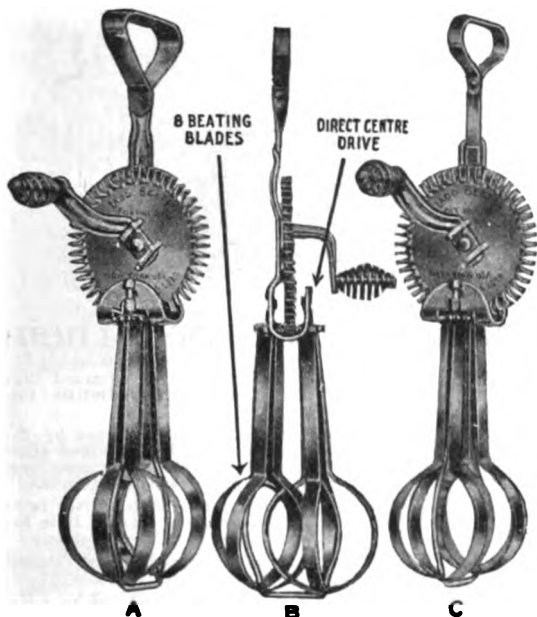


Closed



Open

Ladd All-Steel Beaters



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimble & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

AGAIN — why ALL-STEEL? Chiefly to produce a real, satisfactory, lasting tool. Nickel-plated over all, makes a complete smooth surface. To clean, simply wash under hot water spigot. Castiron has long been used; always unsatisfactory, gathers dirt, dust and discharges same into mixture; is unsanitary, hard to clean and easily broken. It is a makeshift at best to hold prices down—some thinking price answers all questions: **THAT IS WRONG.** **QUALITY** answers and for years these **ALL-STEEL BEATERS** have brought increasing sales, every woman recommending them.

Why ALL-STEEL? As well ask, why ALL QUALITY and quality begets PROFITS.

Consumer's choice of three holding handles.

JOBBERs the world over and US.

United Royalties Corporation
1133 Broadway, New York



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

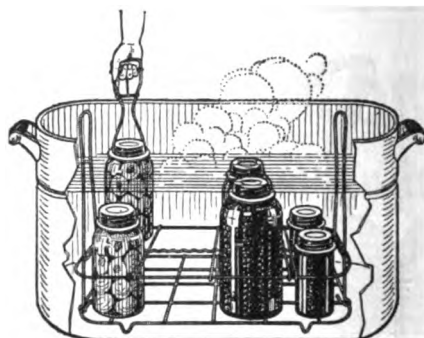
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

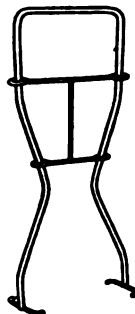
We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



Showing Them Sells Them



There will be a bigger demand than ever for Home Canning Outfits this season.

The Pearce Outfit, endorsed by the Good Housekeeping Institute and other organizations, is one of the most economical and practical outfits made.

The Lockite Pearce can lifter is to be found on no other outfit. It is the most simple and satisfactory of any.

If your jobbing connections cannot supply you, write us direct.

Needs only to be displayed to make sales.

Has points of superiority not found in any other.

Write for Full Description and Prices.

PEARCE CO.

Carroll Ave. and Cherry St., Grand Rapids, Mich.

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco, Los Angeles





RUTEMBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

write for our complete Catalog and Trade Discounts.

RUTEMBER ELECTRIC CO.
Marion, Ind., U. S. A.





4
cars in
ONE

THE
UJUSTIT
CAR

4
cars in
ONE

Pat. July 3d, 1917

This Car Cannot Tip Backward—The "Uajustit" Car is in a class by itself. Metal bearings, forged steel axles, powerful steering post and steel truss make it indestructible and fit for the roughest kind of usage.

You Adjust It to the littlest kiddie 15 months old, and so right on up to the boy or girl of 10 years old.

Sizes—Height of No. 1 Adjustment, 9½ in. Height of No. 2 Adjustment, 11 in. Height of No. 3 Adjustment, 12½ in. Height of No. 4 Adjustment, 13½ in. This car can be adjusted in a few seconds without tools.

Finish—Highest grade of two coat and auto enamel. Yellow body and red wheels.

Construction—Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible and fit for the roughest kind of usage. Will hold up 250 pounds and is the strongest child's car made.

Shipping Weight and Dimensions—Crated in boxes of 2 doz. cars knocked down. Size of crate, 30 in. wide, 19¼ in. high, 32¾ in. long. Weight 194 lbs.

FOR SALE BY AMERICA'S LEADING HARDWARE JOBBERS
THE ADJUSTABLE SALES CORPORATION
1040 Jay Street, Rochester, New York
W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal., Western Representative

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper.

Order this TRINER scale now. It's a quick seller, with a good profit.

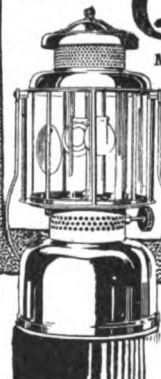
TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.

The Fast Selling Line

HUNDREDS of live dealers are now selling the celebrated COLEMAN line of gasoline Lamps, Lanterns and Lighting Plants. Made by America's pioneer manufacturer of portable gasoline lamps and lanterns. Easy sellers; dandy profits. Durably made of nickel brass. Handsomely designed.

The **Coleman**
Lights
With a
Match
Quick-Lite



Makes and burn its own gas from common gasoline. No wick to trim—no globe to wash. No dirt, grease, smoke or soot. No danger of fire even if rolled over in straw. Can't explode. Fuel can't spill. Guaranteed Five Years. Nationally advertised. Write at once for agency proposition.

The Coleman Lamp Co.
Wichita St. Paul Toledo
Dallas Chicago

Hand
Wrought,
Tempered,
and Ground.

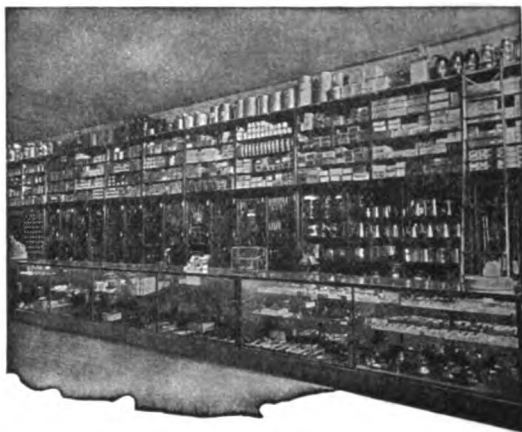


TRADE **VILLAGE** MARK

BLACKSMITH

HOUSEHOLD KNIVES,
BUTCHER KNIVES & CLEAVERS,
FINE MECHANICS TOOLS,
GRASS HOOKS, GRASS SHEARS
SHEEP SHEARS
CORN KNIVES & HOOKS
HEDGE KNIVES

WASHINGTON CUTLERY CO.,
WATERTOWN, WIS., U. S. A.



"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

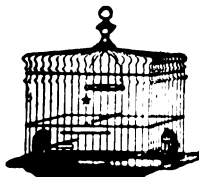
"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 10C, that explains the Duluth Systems of Hardware Displays.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. O. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.

Height ... 5 1/4 inches
Dial 3 3/4 inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 1/2 inch bell metal gong on back.

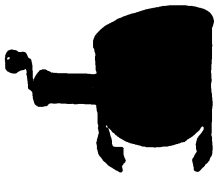
Has silent switch on top for use when alarm is not wanted.



A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO
Bender Street Hamilton, Ohio



HAVE YOU SEEN
OUR NEW

Assortment Folder?

It is especially suited for a dealer who sells tumblers as a side line

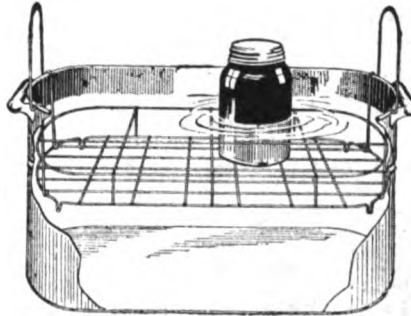
THE BELMONT TUMBLER CO.
BELLAIRE, OHIO



No. 745
Jelly Strainer



No. 748
Jar Lifter
Tongs.
Pat. applied
for.



No. 746
Folding Fruit Cooker Tray
Pat. Apd. for



No. 737—Quarts
No. 738—Hf. Gal.
Fruit Cooker
Baskets

COLD PACK CANNING APPLIANCES—Write for Circular No. 32

Manufactured by J. B. TIMBERLAKE & SONS, Jackson, Michigan



Attractiveness and Durability combined with excellent working qualities and fuel economy make it easy for any dealer to convince his customers that the **CLARK JEWEL** is a high quality Oil Stove.

High speed oil saving burners close to the top with direct flame against vessel.

Steel frame, strong and rigid.
Handsome Olive Green enamel finish.

Make up your mind to sell these **HIGH GRADE OIL STOVES**, to make greater profits and attract more people to your store.

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles. Jobbing Agents for California



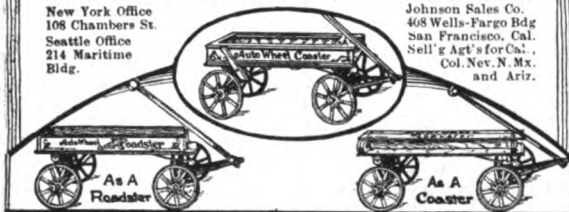
AUTO-WHEEL DEALERS

Are assured easy sales and good profits. Our plan of getting boys to organize Auto-Wheel Coaster Clubs is stimulating dealers' sales all over the country. Let us prove to you how you can make the Auto-Wheel Coaster and the Auto-Wheel Convertible Roadster the best sellers you ever handled. A postal brings the proof.

THE BUFFALO SLED CO. Dept. A. N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y., & Preston, Ont., Can.
 New York Office
 108 Chambers St.
 Seattle Office
 214 Maritime Bldg.

Johnson Sales Co.
 408 Wells-Fargo Bldg.
 San Francisco, Cal.
 Sell'g Ag't's for Cal.,
 Col. Nev. N. Mex.
 and Ariz.



Easier Sales and More Profits

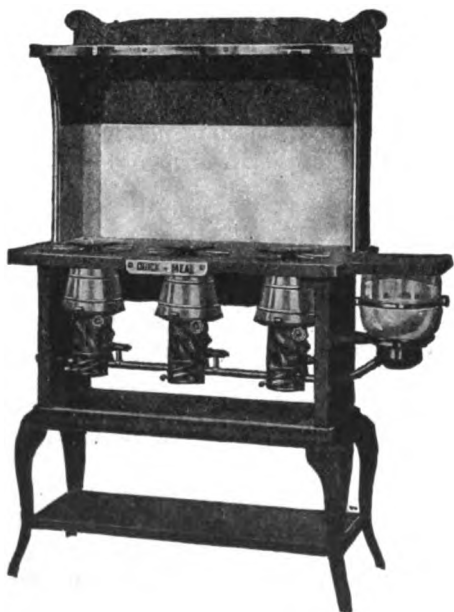


THE predominant features of Sturges Steel Churns are apparent on first examination. You don't have to "talk" this churn to sell it. It sells itself. It takes the eye of the churn buyer with its attractive outside finish in red and blue enamel and heavily tinned, smooth interior. No corners or crevices to retain dirt. Easy to clean and keep pure and sweet. Drawn steel barrel will not soak up and retain the moisture. No staves to warp. Lighter and easier to operate. Gives a lifetime of efficient service. Made in four sizes; you can meet the requirements of every churn buyer in your territory.

If you are not selling Sturges Steel Churns you are missing profits that should be yours. Write for more information about Sturges line and ask for Circular No. 35X.

Sturges & Burn Mfg. Co.
 Makers of Sturges Guaranteed Capacity Milk Cans
 Chicago, Illinois

Sturges Steel Churns



"QUICK MEAL" Oil Stoves

Have proven themselves to be the best.

That is why there are so many more of them sold than others.

Write and Secure Agency

RINGEN STOVE COMPANY

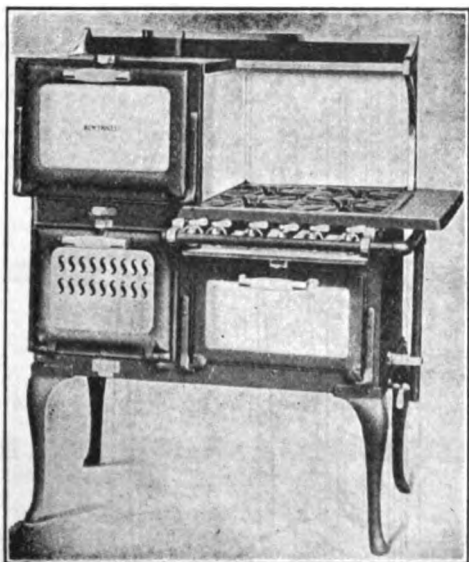
Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 INDIANA STREET, NEAR 19th

SAN FRANCISCO, CALIFORNIA

"NEW PROCESS"

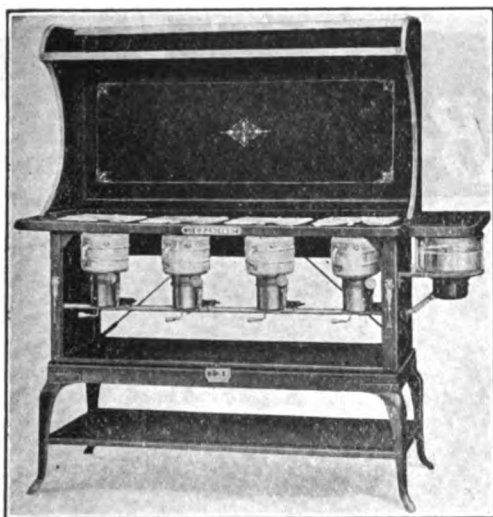


Brings Customers

**Dealers who sell the
NEW PROCESS
lines make new and
satisfied customers**

The New Process Gas Ranges are absolutely **Sanitary** and **complete** in every detail.

Made in many styles and sizes for either family, apartment houses, hotels or restaurants.



The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes in Satin finish.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank. Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron. Furnished either with or without Back Shelf.

**The NEW PROCESS OIL STOVES
will bring you customers.**

NEW PROCESS STOVE CO.

DIVISION AMERICAN STOVE COMPANY

CHAS H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO



*Our Catalog for 1919
is Ready*

The Baldwin Refrigerator Co.
Burlington, Vermont

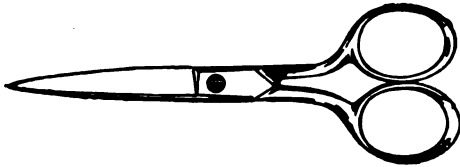
Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.

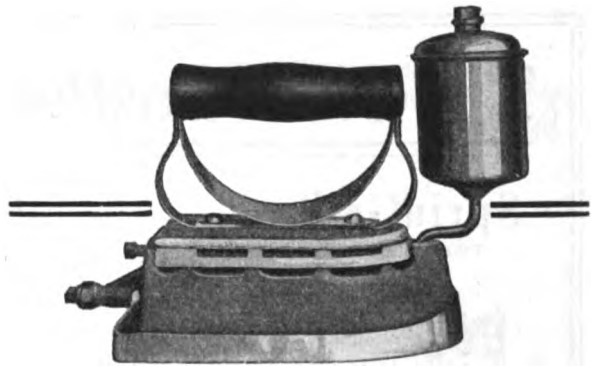


Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY
250 North Av., Bridgeport, Conn.

SALES AGENCIES IN
New York, Chicago, St. Louis, San Francisco, Los Angeles,
Seattle, Salt Lake City, Denver, Minneapolis and Toronto.



The O.K. of 850,000 Women

who are now doing their ironing every week with

THE Royal Self Heating Iron

is a strong argument that its advantages are appreciated by the housewife.

Add to this the generous advertising co-operation which is a part of the Royal Selling plan and you will understand why thousands of dealers have found the Royal such a highly satisfactory specialty.

Write today for prices including full
particulars of the Royal Selling plan

ROYAL SELF-HEATING IRON CO.
Big Prairie, Ohio

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

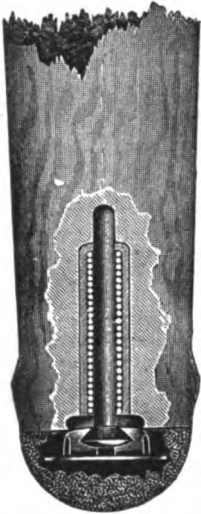
Chicago

Boston

San Francisco

The New Boston Rubber Chair Tip

SprinGriP
TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

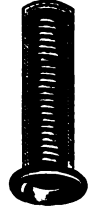
BRASS WASHER



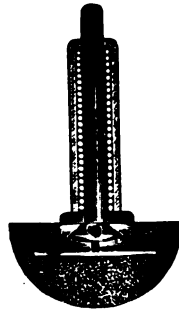
BRASS NAIL



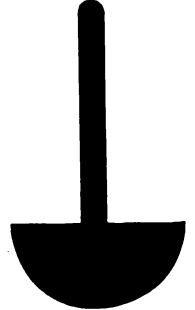
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON - MASS.



IT'S "SOME GUN" OUT SELLS OUT SHOOTS OUTLASTS

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS - MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.

PROFITS

SATISFACTION

BOLLER'S PERFECT

Janitor Mop Wringer



for use in public buildings, theatres, railroad stations, etc. We have a Mop Wringer for your requirements.

Send for our new booklet of the largest and most complete line of Mop Wringers manufactured.

PETER BOLLER MACHINE WORKS

122-124 N. CURTIS ST., CHICAGO, ILLINOIS

THE BRAINERD LINE

THE MOST COMPLETE LINE ON THE MARKET

Hinges
Hasps
Handles
Hooks

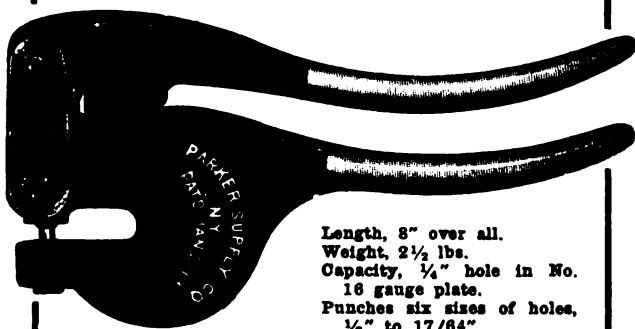


Catches
Corners
Knobs
Locks
Etc.

THE BRAINERD MFG. CO.

WASHINGTON STREET - EAST ROCHESTER, N. Y.

Parker Metal Punches



Length, 8" over all.
Weight, 2½ lbs.
Capacity, ¼" hole in No. 16 gauge plate.
Punches six sizes of holes, ¼" to 17/64".

YOU CAN SELL MORE!

Why?—Because the work it performs is incomparable.

We'll help you sell 'em, too.

Write for further information and interesting proposition

Parker Supply Company, Inc.
Dept. G New York

Why was every Liberty Motor equipped with two Crescent Wrenches?



The fact that the government specified Crescent Wrenches is easily understood by any mechanic.

Because the Crescent is the wrench any good mechanic would specify where an open-end, adjustable wrench is used.

Does the work of nine solid wrenches. You need at least one Crescent in your tool kit.

Sold by good hardware stores everywhere, under our positive money-back guarantee.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Crescent
ADJUSTABLE WRENCH



**Pioneer
Roofing**

ARE YOU READY?

Building Operations Have Begun

**Secretary of Labor Wilson Reports Big Increases in
Building Permits Throughout the Country**

NEW buildings will require roofs and every progressive, wide-awake dealer knows that Pioneer Roofing is a standardized, reliable product and one in which he takes no risk in handling.

- | | |
|--------------------------------|-------------------------------|
| —Specified by local architects | —For all types of buildings |
| —Sold by principal dealers | —For new or old roofs |
| —The choice of most owners | —Used on the Coast since 1888 |

Every time you sell a roll of Pioneer Roofing you are building "Good Will." Confidence in the goods you sell assists you greatly in making sales. A dealer can offer Pioneer Roofing to a customer with the absolute assurance that it will give satisfaction.

Write for samples and quotations.

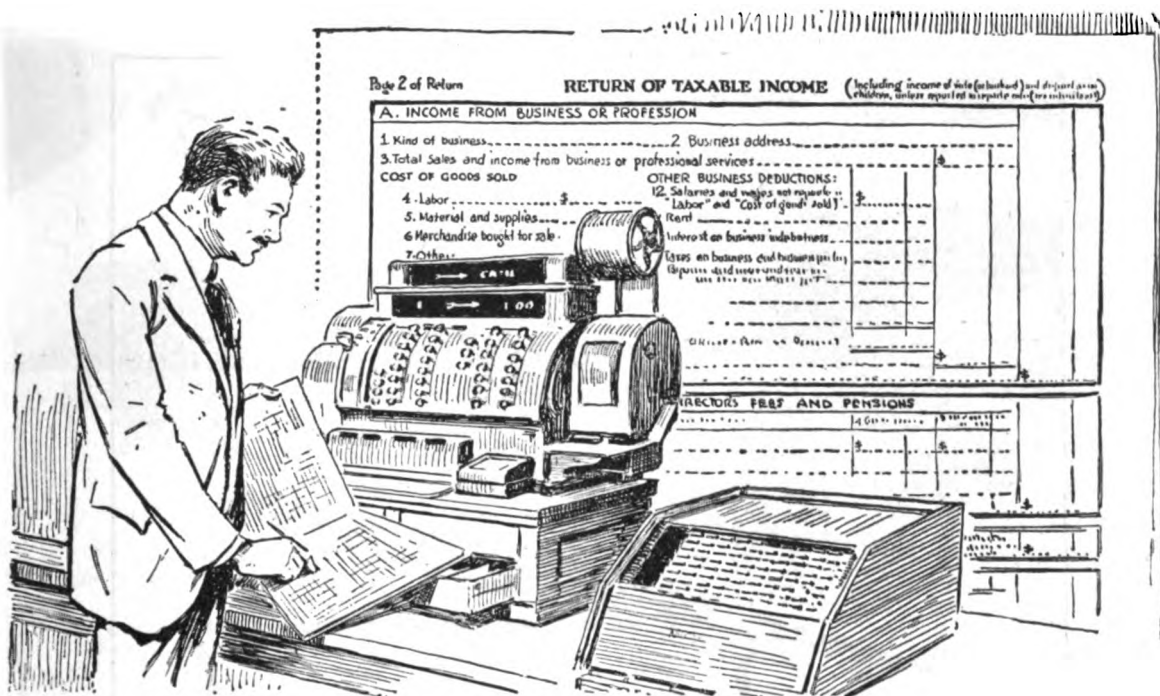
PIONEER PAPER COMPANY

Manufacturers of PIONEER ROOFING and Building Paper

**247-251 S. Los Angeles St.,
LOS ANGELES**

**506-507 Hearst Building
SAN FRANCISCO**





Every merchant needs accurate store records for two purposes

- ① At the end of each year he needs a complete, accurate report of store transactions to help make out his Income Tax return.
- ② He needs these same figures every business day. He needs them to control his business.

He needs these figures to know how much money he is making, and what it costs him to do business.

Every merchant can get a record of his store transactions in two ways—the old-fashioned way, by hand, or he can get them by machinery.

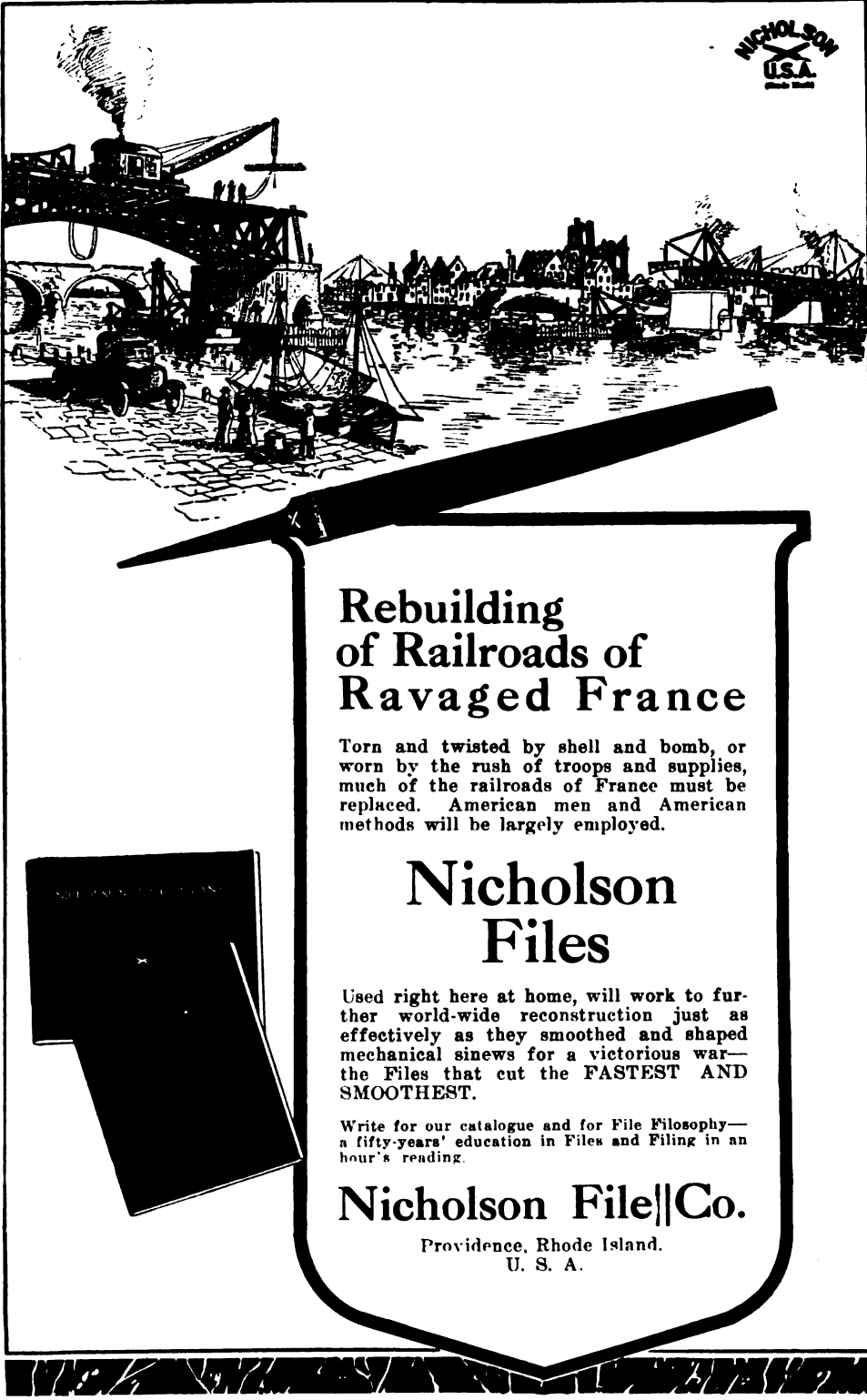
A modern National Cash Register

makes accurate, unchangeable records. It classifies, adds, certifies. It saves work and reduces expenses.

No merchant should keep records by hand that can be kept so easily by a National Cash Register.

A post card will bring full information about what an up-to-date National will do to help you.

The National Cash Register Company
Dayton, Ohio
Offices in all the principal cities in the world



**NICHOLSON
U.S.A.**

Rebuilding of Railroads of Ravaged France

Torn and twisted by shell and bomb, or worn by the rush of troops and supplies, much of the railroads of France must be replaced. American men and American methods will be largely employed.

Nicholson Files

Used right here at home, will work to further world-wide reconstruction just as effectively as they smoothed and shaped mechanical sinews for a victorious war—the Files that cut the FASTEST AND SMOOTHEST.

Write for our catalogue and for File Philosophy—a fifty-years' education in Files and Filing in an hour's reading.

Nicholson File||Co.

Providence, Rhode Island.
U. S. A.



Belt Power Model
No. 5.
Same Style With
Electric Power

4 Belt Power Models



4 Electric Models

It washes a tub-full in 7 minutes—everything beautifully clean—from heavy blankets to fine lingerie—without the least injury.

All Automatic Washers wash and wring separately or both at same time.

The Wringers are 3-position swinging reversible, built with strong maple frames, water-proof ball bearings with galvanized races, and equipped with the best rolls made. Rolls are instantly reversible and have instant release.

Write for full information.

Automatic Electric Washer Co.

314 Third Street, Newton, Iowa

WESTERN DISTRIBUTORS

Los Angeles, Cal., A. A. Wilson,
751 S. Spring St.

Salt Lake City, Utah, Inter Mountain Elec.
Co., 43-59 E. 4th So.

Portland, Ore., Fobes Supply Co.,
285-287 Couch St.

The Automatic A Woman's Washer

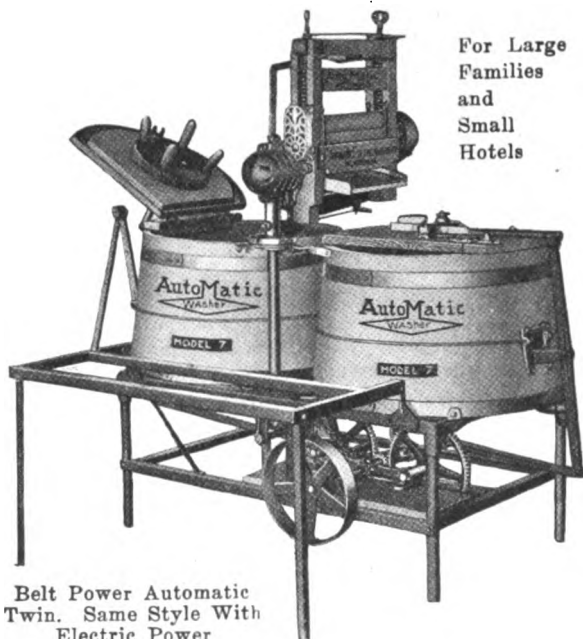
Everything about the Automatic is designed for simplicity, convenience and to save labor. It is the woman's favorite.

It is exceedingly simple, with the fewest operating facts.

Two levers control everything, responding to the touch. Wash and wring separately or both at same time.

FREE TO YOUR CUSTOMERS

Two valuable Household Booklets—
"Formulas for Soaps and Cleaning
Compounds" and "Cleaning Hints."



For Large
Families
and
Small
Hotels

Belt Power Automatic
Twin. Same Style With
Electric Power



Romances Mean Silverware

Romances interrupted or postponed are calling again to the young people.
Is your silverware stock in condition for you to grasp the opportunity?

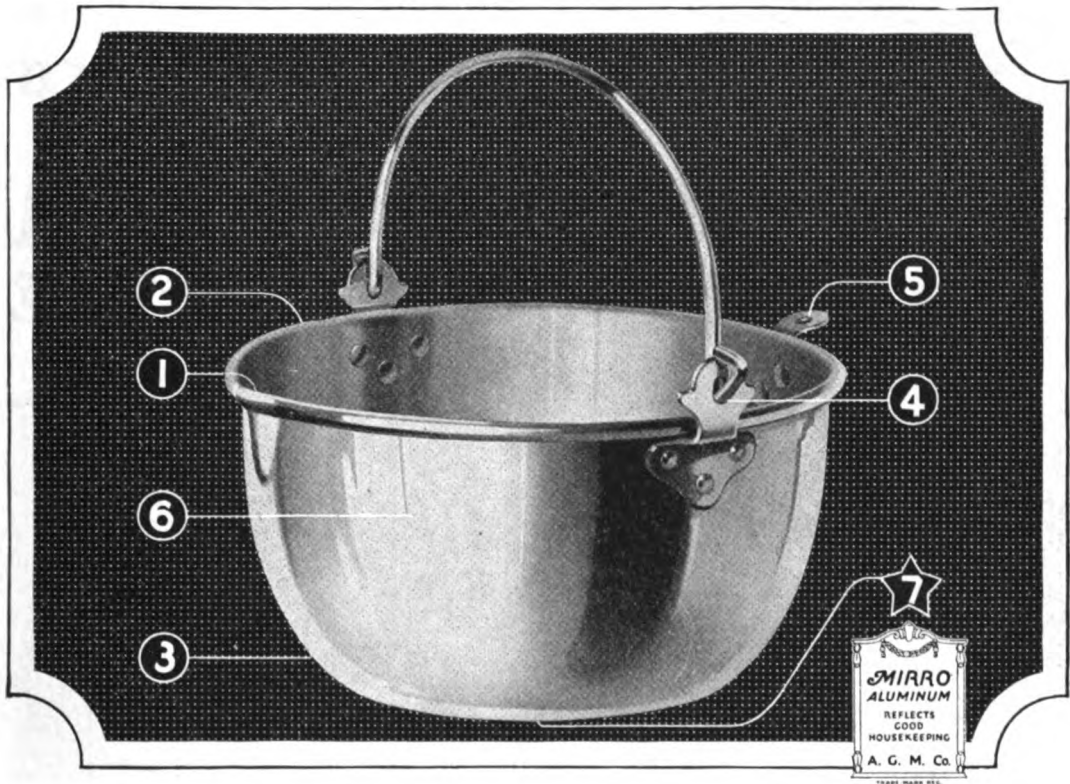
Write for our Window and Show Case Display Helps.

INTERNATIONAL SILVER COMPANY, MERIDEN, CONN.

Pacific Coast Warerooms, 150 Post St., San Francisco.

1847 ROGERS BROS.

The Family Plate for Seventy Years



Happy Preserving Days

This Mirro Preserving Kettle Will Help In Many Ways

Successful preserving starts with a fine kettle—one that will take the heat quickly, and hold it—one that will save fuel, save time, and save the contents.

This splendid Mirro Preserving Kettle will do all that, and more: It will last for years, for Mirro Aluminum has five to ten times the durability of ordinary kitchen ware.

But, that is not all. This Mirro Kettle has seven remarkable features that will make you glad to own it. They are the sum of a quarter century's experience in high-grade aluminum making. Note them:

(1) The well-formed, easy pouring lip. (2) The solid, tightly-rolled, sanitary bead, free from dirt-catching crevice. (3) Smooth, rounded corners—easily cleaned.

(4) Handle ears permit handle to be moved to any one of three different positions without coming in contact with sides of utensil. (5) Tilting handle with eye for hanging.

(6) The famous Mirro finish. ☆(7) Beauty, workmanship and durability, guaranteed by the well-known Mirro trade-mark which is stamped into the bottom of every utensil.

The demand for Mirro Aluminum is phenomenal. Millions of discriminating purchasers have been quick to recognize it as the ware that most truly reflects good housekeeping.

Yet, Mirro Aluminum, with its many unusual features, is sold at a price that is truly moderate—another popularity reason.

Aluminum Goods Manufacturing Company, General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

Dealers: Mirro Aluminum has become the recognized sales leader. Every sale means a dealer sale and a dealer profit. Write today for dealer catalog and interesting dealer data.

MIRRO ALUMINUM

Reflects
Good Housekeeping

Linked in the Chain of Universal Co-operation

WOMEN'S HOME COMPANION

THE DELINEATOR

PICTORIAL REVIEW

UNIVERSAL SERVICE

THE SATURDAY EVENING POST

UNIVERSAL HOME NEEDS

UNIVERSAL CUTLERY

UNIVERSAL SERVICE

UNIVERSAL CUTLERY, HARDWARE, ELECTRIC APPLIANCES, VACUUM SPECIALTIES

National Advertising

Co-operation is the key to every great success.

The best business your individual effort can create may be expanded through the cooperation we are giving Universal dealers.

Universal National Advertising is sending customers to your store asking for the goods illustrated in our new Service Catalogue.

Are you making the fullest possible use of this book?

It is an encyclopedia of profitable, quick-selling household specialties.

Your jobbing sources of supply have the goods to immediately fill your orders.

Refer to it also for selling helps and suggestions.

Make your store headquarters for Universal Home Needs and profit from the co-operation provided for Universal Dealers



LANDERS • FRARY & CLARK
• NEW BRITAIN • • • • • CONNECTICUT •

New Service Catalog



They Sell Themselves

The modern housewife is quick to see and appreciate the saving in time and labor by using a Voss Platform Washer.

One sale in a community is but a forerunner of many sales, as the user of a "Voss" is the best booster and the Voss merchant is always assured of sales.

VOSS PRICES are unusually low considering the QUALITY procured.

It is good business judgment to write for our Catalog and Price List—DO IT NOW.

**VOSS BROS.
MFG. CO.**

Davenport, Iowa



CASTERS

FOR EVERY PURPOSE

"Gem" Roller Bearing Truck and Furniture Casters

"Harvard" Ball Bearing Casters

"Yale" Truck Casters

"Universal" Ball Bearing

"Universal" Oblong Plate

"Universal" Philadelphia Type

"Universal" Metallic Bedstead Casters

"Heron" Wool Wheel Hospital Bed Casters

Automobile Hardware

Furniture Trimmings

SOLE MANUFACTURERS OF "FELTOID" CASTERS



THE BASSICK COMPANY

General Office, Bridgeport, Connecticut

THE M. B. SCHENCK COMPANY
Division

UNIVERSAL CASTER & FOUNDRY WORKS
Division

THE BURNS & BASSICK COMPANY
Division

PACIFIC COAST REPRESENTATIVE

EUGENE C. SAUL, Monadnock Building, San Francisco, Cal.

DU PONT AMERICAN INDUSTRIES

Trapshooters are Active Again—

Get Your Share of Their Ammunition Business

WITH a program of Practice Shoots, Beginners' Day Shoots, Registered Tournaments, "Victory" Shoots and the "Grand American," Trapshooting takes its place in the front rank of America's national sports.

Increased shooting means increased shell sales. The big majority of shooters use either Du Pont, Ballistite or Schultze Powder.

Be Foresighted

See that your shells are loaded with these standard Du Pont brands.

Du Pont activity in the promotion of Trapshooting keeps shotgun shells moving from the dealers' shelves. One particularly effective promotion effort is the donation of Du Pont Trophies to local gun clubs.

This year the Du Pont Trophy is a portfolio of 18 enlarged Important American Game Bird pictures. Prominently advertised in shooting circles, this trophy will bring out crowds of shooters. The trophy will be awarded to winners of a series of shoots.

The shooters are with Du Pont and Du Pont is with the shooters for the good of the sport and better scores. Mr. Dealer, get in line, and make it a winning trio.



SPORTING POWDER DIVISION

E. I. du Pont de Nemours & Company

Wilmington, Delaware

DU PONT



THE AVIS Sanitary Fly Trap

IS

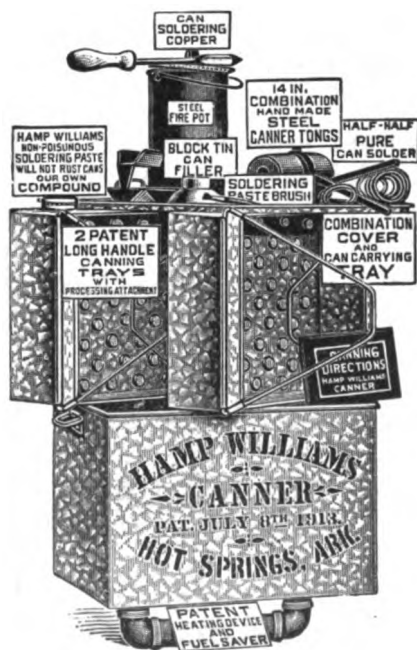
The Trap with a Reputation

You should have some in stock now, the fly-trap season is at hand—be prepared for the first call and hand to your customer an **Avis Sanitary Trap**—it will please him better than any other trap on the market and net you a good, substantial profit.

If Your Jobber Does
Not Have Them, Write
to Us.

Manufactured by
A. B. AVIS POMONA
CALIFORNIA

Order From
YOUR JOBBER
NOW



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

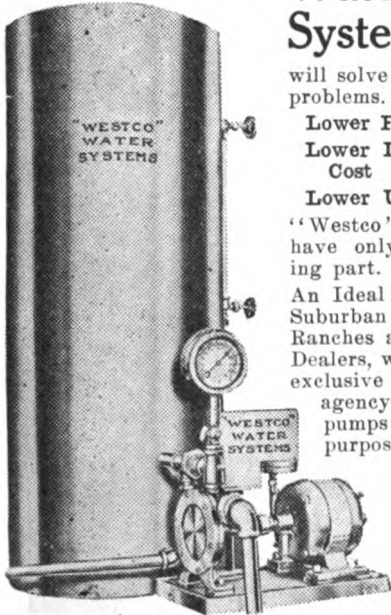
so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers HOT SPRINGS, ARKANSAS

"WESTCO" Automatic Water Systems



will solve your water problems.

Lower First Cost

Lower Installation Cost

Lower Up-keep

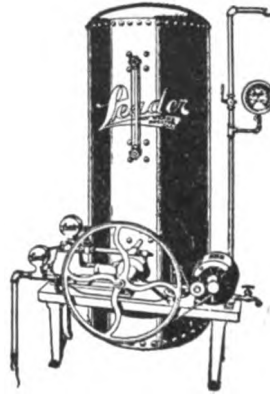
"Westco" Pumps have only one moving part.

An Ideal System for Suburban Homes, Ranches and Schools. Dealers, write for our exclusive selling agency; we have pumps for every purpose.

CALIFORNIA PUMP COMPANY
DINUBA, CALIF.

Leader
TRADE MARK

WATER SYSTEMS



**FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS**

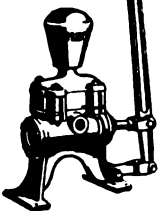
PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California

Sole Distributors

Stock this Pair of Pumps

Goulds
Fig. 1334



Goulds "Alert" Pumps will help you to sell more water-supply outfits. They are low enough in price to be within reach of every home owner, yet we guarantee them to perform satisfactorily the work for which we recommend them. When desired either pump can be connected with Goulds Fig. 1613 Jack and operated by engine.

Fig. 1334 is adapted to the open tank and will force water to an elevation of 75 feet above the source of supply.

Fig. 1604 is almost identical with Fig. 1334, but is furnished with an air valve for use with pressure systems.

Write today for catalogs and prices

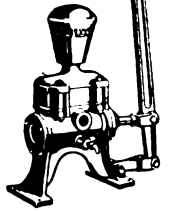
The Goulds Manufacturing Company
Main Office and Works . . . Seneca Falls, N. Y.

Northwest Agent: D. L. Herman
214 Maritime Building, Seattle, Wash.

BRANCH OFFICES:

New York	Boston	Chicago	Philadelphia
16 Murray St.	58 Pearl St.	12 S. Clinton St.	111 No. 3rd St.
Pittsburgh	Atlanta	Houston	
H. W. Oliver Bldg.	3rd Nat'l Bank Bldg.	Carter Bldg.	

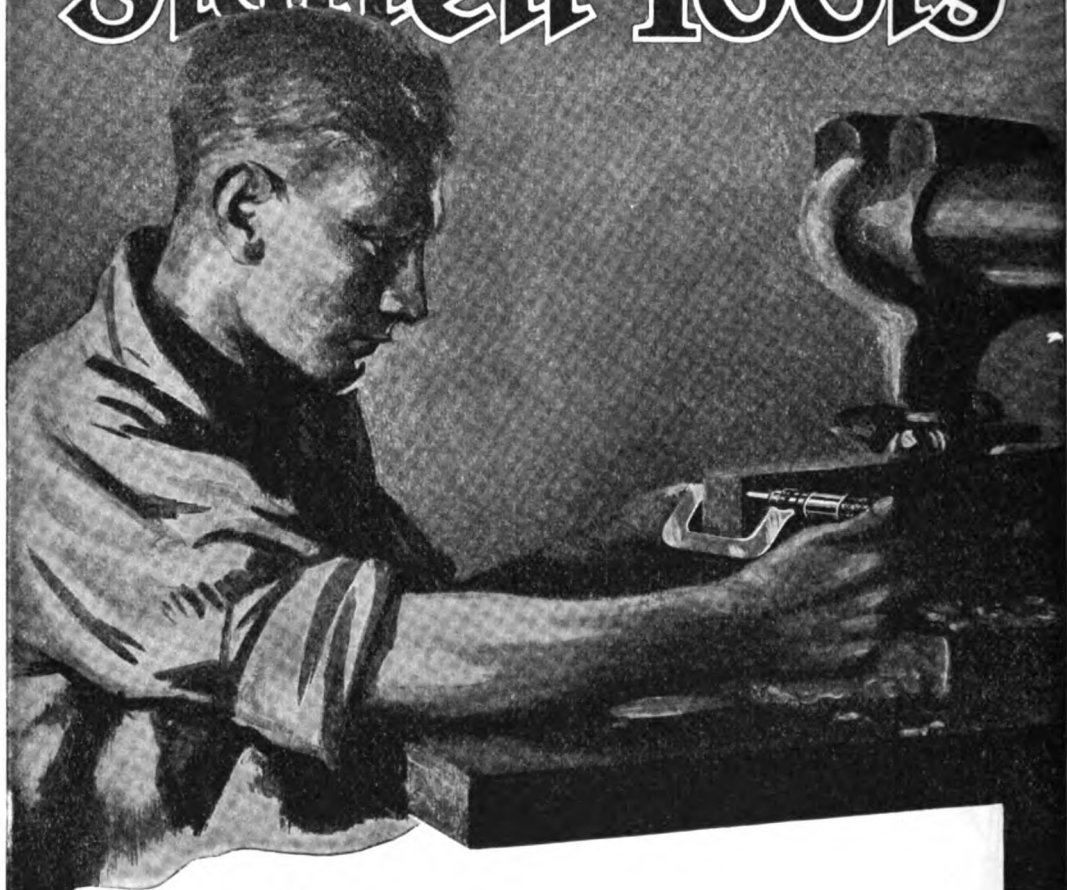
Goulds
Fig. 1604



GOULDS PUMPS

"For Every Service"

Starrett Tools



Since 1880—

For two generations we have been making fine precision instruments—building them to the Starrett standard—not to a price.

Today the name Starrett is recognized the world over as standard for accuracy. Starrett Tools are helping skilled mechanics produce high-quality work.

Write for Catalog No. 21 BF



THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-901





DIETZ LANTERNS

DIETZ "ROADSTER" WAGON LANTERNS

(Cold Blast)

Night driving laws require a lighted lantern on every horse-drawn vehicle.

Here are customers made to order for Dietz "Roadster" Wagon Lanterns.

Dietz "Roadster" Wagon Lanterns throw a powerful reflected light on the road ahead, show light at the side and the ruby danger signal is visible for a long distance to the rear. A light that stays lit over roughest roads and bumps.

R. E. DIETZ COMPANY
NEW YORK

**Largest Makers of Lanterns in
the World**

Founded 1840

DIETZ "ROADSTER" WAGON LANTERN

Cold Blast Construction. Made right and left hand, with a combination holder that fits both round and flat brackets. Easily cleaned short globe. Height, 11½ inches. 10 candle power. Burns 18 hours.

More Quality — More Demand — More Sales — More Profit
Your Jobber Stocks Dietz Lanterns

*It has the
Grip of
a Giant*

— this new

VICTOR

**NO. 1 GIANT
Game Trap**

**An All-around Giant
in Jaw-height, Spring
Action and Power**

A new and different Victor Trap—a Giant in name, size and strength. A modern trap that catches and holds far up on the animal's leg. Especially adapted to trapping skunks, muskrats and mink.

This new Victor Trap is being advertised nationally in all leading fur and trapping magazines, and will be specially featured in an extensive circularizing campaign.

Furnished without additional cost in the bushel basket pack, which increases sales and lowers your cost of handling. Circulars sent on request.

**The Giant Jaws Catch
Far Up on the Animal's
Leg—Spring Rises High**

Right here is where giant size counts, as the spring and other parts of the trap are built proportionately larger to take care of the additional height of jaw.

The pan and dog are wider and heavier, the chain is larger and the spring faster. The trap is also equipped with an improved swivel at the point where the chain connects with the spring, and possesses all of the regular Victor improvements such as non-freeze, non-clog, "humped cross" and direct pan fastening.

Your Jobber Can Supply You

ONEIDA COMMUNITY, LTD., ONEIDA, N. Y.

Oldest and Largest Manufacturers of Game Traps in the World





St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1919 by the HARDWARE WORLD. All rights reserved)

Volume XIV

MAY :: 1919

Number 5

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

	Page
Pleasant People Prove Profitable Pullers.....	92
Overcoming Obstacles	93
Getting the Builder's Hardware Business.....	93
"Build Now" Campaign.....	94
A Purely Feminine View Point on Frills and Hardware—Put into practical use what this bright woman tells you and you will increase your business.	96
Working With the Weather.....	99
Peace Between Business and Literature.....	101
Boosting Bicycles During National Bicycle Week.....	103
Keep Up the Business Morale.....	107
Hard Work Develops Capacity to Accomplish Things Worth While.....	110
Service—Its Value in Competition.....	112
Good Will of Employes as Necessary as That of Customers.....	116
Trade Acceptance Catechism.....	126
Get Started—No Reason to Wait.....	162
Do Your Books Keep You?.....	168
Heredity Our Initial Equipment.....	172
AUTO ACCESSORY DEPARTMENT.....	109-150
RETAIL SELLING PRICES.....	175-192
INDEX OF ADVERTISEMENTS.....	193

SHREWD POLITICAL MOVE IN RAISING TELEGRAPH RATES

Realizing the necessity for an increased revenue to in some measure make up for the poor business management and inefficiency in the operation of the telegraph and telephone, the statement has been given out at Washington that since the "commercial and business men are profiteering so extensively" that the administration feels it no more than right that they should bear the full burden of the increased rates, exempting the newspaper and daily press associations.

It is very easy to be seen that if the newspaper and press associations would have to pay their pro-rata of the raise, that a terrible howl would go up from all over the country and it would, of course, have a serious effect on the political fortunes of those responsible for the increase. And so it is that the "commercial and business interests" are decided upon and the usual socialistic excuse made. It is an every-day occurrence now, that when scheming politicians want to justify mismanagement and inefficiency and to further their political ends, to make a general accusation of "profiteering."

This, of course, appeals to the "masses," the "crowds" who do not think. The "plain people" are continually being fed up on this socialistic and bolshevistic talk. It is given out without any foundation in fact, and there is no opportunity of making any investigation to justify it. This is the talk that is making socialists and Bolsheviks in all sections of the country and there is no way of counteracting such misleading and unjustified statements. It is political propaganda, which is being spread continually.

With all your getting, get one price. Make a price on the goods when they come into the store and charge everyone that price until you are ready to reduce it for everyone.

Just because some traveling man strikes you in a day or a week when business is booming, don't let him sell you three times what you would buy if he were to come instead on a dull, rainy day.

Men and women who distribute sunshine will be sure to transform the dark and seamy sides of life and make two thoughts grow where only one grew before. Men and women who are pleasant and courteous in the face of the most disturbing emergencies have a dependable grip upon themselves and are, therefore, in fit shape to control and influence others. Men and women who can smile in the face of defeat may be trusted to greet the urchin of the alley with the same cordiality as the banker on the avenue.

"MY TIME'S MY OWN"

Life is full of mental vagaries; but probably no human fallacy is more widespread than "Now, my time's my own."

There is no such thing as owning your time. There is an intangible property owned in common by all the people of the earth. It is a communistic possession, hedged round, as real property is, by the rights of your neighbors; the rights of the State; the rights of your family; and is hedged, too—not governed—by the rights of yourself to yourself.

Every twenty-four hours of your life are given to you in trust, not ownership.

Are you doing your duty by them only as the absolute necessity of your job, and sleep, demand?

Are you coming peevishly to work in the morning and yawning gladly in the evening, with the exclamation: "Well, now my time's my own?"

And what do you do with the time you call your own?

Every man has his life-work, however humble. Are you thinking about yours? Do you ever think about your job, even when you are not at it? Your job is big enough to be thinking about in off-hours. If you are not thinking about it, you are too little for it, and will never go higher.

You hear of Paganini aflame day and night with the enthusiasm of his violin. You read of E. H. Harriman with three telephones in his bedroom. You read of Edison and his sleepless nights in the laboratory. You read of Balzac starving, but writing feverishly, in his parish garret. These men did not call eight hours a day. And neither are your acquaintances, who are strangely beginning to pass you on the street corners in their new automobiles.

They have been thinking about their jobs when you were not thinking about yours. Are you fooling yourself?

LAWYERS AND THE LAW

Lawyers seem to get most out of the law.

As Roger Dolan says: "I'd rather be the lawyer of an estate than one of the heirs."

The other day a butcher of Mt. Vernon, Ohio, walked into a law office and put this question to the attorney: "If a dog comes into my shop and steals a hunk of meat, can I make the owner of the dog pay for it?"

"Why, yes, certainly," said the lawyer.

"Well, then," said the butcher, "give me \$5.00, for it was your dog."

The lawyer promptly complied.

A few days later the butcher got a bill of \$5.00 for legal advice rendered in the dog case, and which he promptly and good naturedly paid.

The butcher was out the price of the meat. The lawyer was out nothing.

THE INDEPENDENT DEALER

The dealer who asserts his absolute independence and his ability to get along has probably never given serious consideration to the reasons why he is now able to conduct a successful business.

He evidently believes that because he is comparatively free from difficulties that would prevent him from continuing his business career in a satisfactory manner, he does not need any assistance. He belongs to that class of dealers who can see nothing good in associations because they get along and are just as free from the troubles as are the association members.

They forget that the good accomplished by associations and the benefits conferred on members by them cannot be confined to the members only, for the "rain falls alike on the just and the unjust."

They are willing to accept the situation and enjoy the benefits of the labors of others without contributing anything to the support of the efforts which have resulted in those benefits.

They forget, or they never gave a thought to the fact that if the associations were dissolved and their efforts for the welfare of all members of the trade discontinued, the situation would become intolerable because there would be no moral restraining influences at work in their behalf.

MISMANAGEMENT OF RAILWAYS UNDER GOVERNMENT OWNERSHIP

One does not need to be told in these days of the mismanagement and inefficiency (we don't like that word, but there seems to be no other way of expressing it) of the Railway Administration.

An instance of the way in which the railways are being conducted was recently cited by Howard Elliott, chairman and president of the Northern Pacific Railway, and a recognized authority on railway management.

He took as an example the Pennsylvania System, showing that under government ownership and management, the passenger and freight tonnage handled in 1918 was far less than the previous year, in 1917, when it was under private control, but to handle this decreased tonnage it required 40,000 more employees.

In dollars and cents this runs up into millions.

No wonder the Railway Administration is asking the government for approximately one billion dollars to make up the shortage.

It makes hard work worth more if you mix a little good work with it.

Keeping on your job doesn't mean "sitting on it."

HOW TO HELP YOUR CUSTOMER

You can sum up the whole art of selling goods in three cardinal points:

Know your goods.

Know your customer.

Keep plugging.

Know what your goods are made of, how they are made, who makes them, what they are good for. Finally, know the price.

Be able to answer all the natural questions your customer will ask and more that he won't ask, but ought to. Don't handle goods that are not on a solid selling basis of merit.

Goods may be the best or only second best, but be sure they are good and honest in their grade—well worth the price. This means they are best for some one and a good buy for those you sell them to. Unless you believe this you are up against an impossible game and a fool if you stick to it.

Working off poor stuff simply because there is a big margin of profit is not selling at all. It is a "con game" pure and simple.

Believe in your goods. Get enthusiastic over them. If you can't they are wrong somewhere, or you are.

Be sure you have the right people back of you. This gives you a confidence better than the strongest bluff.

Know how your goods will help your customer. Put his interest in front of your argument. Know how they will make him healthier or happier or richer.

If he is to sell them again, know how readily they sell, and why. That is your whole story with him.

Give him first the fact that they sell. Back it up with reasons why. Then convince him that they sell and also help him to sell them.

Price ought to be on the right basis, of course, but price is secondary to quality and service. Never let price competition be a bugaboo. It is just as small a worry as you make it in your own mind. Make it small to yourself and you make it small to your customer.

WHY HE LOST A CUSTOMER

I happened to see it in the window. I needed it. I had the money in my pocket to buy it. I walked into the store, writes George M. Rittlemeyer. I saw a man leaning against a counter. I sized him up as being the proprietor. He had a grouchy look on his face. He didn't think it worth while to say "good morning."

He asked me what I wanted. I told him. He waited on me like it hurt him. I got all out of patience. At last he found the thing I wanted. He wrapped it up and handed it to me. I paid him for it. He took my money. He didn't even say "I thank you." He didn't invite me to call again. I walked out feeling hurt. I haven't been back since.

Pleasant People Prove Profitable Pullers

"Entreat the Churl, and the Bargain is Broken"

A CHURLISH individual is an unreasonable one, with an exaggerated sense of his own importance. As soon as such a person gets it into his head that someone is anxious to do business with him, he will start the other way and appear to lose interest.

In fact he is very apt to lose interest in reality, for over-urging is likely to antagonize and prejudice. It is a good plan to present one's proposition fairly, and then to give the customer or prospect ample chance to express his own opinions.

Many people talk too much in doing business, and do not get anywhere near as far as they would if they said less, but made every word of what they did say count. Objections may be advanced by the prospect for not buying; if these are trivial and only voiced to make conversation, they are best replied to very briefly, as though the salesman did not even take them seriously, in the meantime stressing the strongest talking points, and those which seem to appeal to the customer. The happy medium of business presentation lies between indifference and over-eagerness; it is marked by courtesy and dignity.

A business man comes to mind who has lost much trade because he makes it uncomfortable for people to get away from him, and when they do get away they stay away. His anxiety to do business arouses the suspicion that he has not much business to do. He not only drives away the churl, but the good, feasible business prospect as well.

This does not argue, however, that a good salesman will be abrupt, curt, or above taking an interest in every transaction in which he takes part. The keener the interest, the greater the skill in handling the situation.

If you or I have an ambition to improve our salesmanship, the very surest way to go about it is to improve ourselves in appearance, manner, speech and methods.

We will not succeed very well, either, in selling goods to others, unless we sell to ourselves first. That is to say, we must be convinced that our proposition is honest and worthy of serious consideration and acceptance. Because the other man is churlish, is no reason why the salesman should assume the same attitude, for even as sunshine melts frost, so a kindly interest of manner, and earnestness of purpose, will overcome sales-resistance and will win in a very large percentage of cases.

Do not forget, that even though the person with whom you may be doing business may appear to be crusty and austere, that this may be a mere outside shell, which covers an ex-

cellent and really likable personality. Every person who comes before us has friends, who understand and appreciate his good qualities. It's up to us to be one of them!

The understanding salesman makes many customers. A grouchy salesman makes few customers.

A churlish salesman wins little business. A cheerful salesman makes pleased customers and pleased customers are repeaters.

Someone has said with great truth, that the only way to influence the people about us is to love them, and real love cannot very well be faked. The salesman or the business man who would succeed must like people, enjoy them, be interested in them and ready to do kindnesses and favors for them.

It was Fra Elbertus, who met his tragic end on the ill-fated Lusitania, who said, "The love you liberate in your work, is the only love you keep."

The business man must be in harmony with his environment, and if he is in harmony with it, and with the people who are a part of it, he will enjoy life and business. And what we enjoy doing, we are very apt to do well.

One of the factors of successful business, is the ability to voice a timely and well placed compliment. To over-do this is a mistake, but to know when and where to give pleasant recognition is a great business asset.

Learn to Say Pleasant Things

Most people are afraid of saying pleasant things, or else do not think of them. But it is true that human nature likes to be approved. Fawning flattery or toadying is to be avoided, but there is no reason why you or I should not give pleasant mention of the good work done in some recent effort in behalf of patriotic interests; or to speak in honest appreciation of achievement; or to recognize good judgment, active ability, initiative, or unusual good service. In fact, the business man who would succeed must have the ability to gauge the good points of the people with whom he wishes to do business, whether they are employees, associates or customers.

After all, people are strangely alike. We all like to be met in a straight-forward, kindly fashion, and we like those people best who recognize our good qualities and think highly of us. We enjoy dealing with people who know their own business thoroughly, and yet who do not make us feel our own insignificance. Business success, after all, is best won by doing to the other fellow just as we would like to be done by ourselves.

OVERCOMING OBSTACLES

"A smooth sea never made a skilled mariner."

None of us welcome trying situations, much less trouble, yet every hard circumstance met in the right spirit, develops muscle for harder things yet. If "a smooth sea never made a skillful mariner," it is equally true that "rough seas prove the skillful mariner." The man who has never been tested in the fire of business adversity, is on dangerous ground, for he has not learned caution and that most important element of success—self-reliance.

Every school boy has to pass his examinations to prove himself capable of advancing toward harder things. Every trying situation which is well met and every delicate task properly performed, makes for greater efficiency and more self-confidence.

Trials usually present three distinct stages. First, they appear on the horizon like a cloud no larger than a man's hand; then they approach rapidly and menace and terrify; lastly, they resolve themselves into an opponent ready to parley with and to make reasonable terms. The last stage is never reached if you or I become frightened out in the second stage, and it is well to remember that "the darkest hour of the entire night is that just before the dawn."

Occasionally we are associated with individuals who are always troubling us with their own woes and fears. It is well to remember in handling them, that people who are constantly troubling others have no rest themselves. In place of mastering their difficulties, they pause in the second stage and sizzle endlessly.

If trouble or business difficulty do not come to us, we have no reason to go after it. Why should we? Yet it is a good idea to stop and ask ourselves, if we are really unusually successful in handling our affairs, or whether we are becalmed on the surface of some inland mill-pond?

Perhaps we need to seek training on a broader plane. Competition has been growing keener for several years. The period of readjustment will see more sharply drawn lines and more skillful management on the part of a large number of people than ever before.

What are you and I doing to become more fit to be leaders in our particular business field? The man who would succeed must know what goal he is aiming for and must be willing to pay the price of intelligent preparation.

Are you expecting to buy a through ticket to the goal of your ambitions, or are you depending on dead-heading it through, or running the risk of getting there somehow, no matter what detours you may take or how often you may be held up and handcuffed? Know what you want and go after it!

If you itch for business it is up to you to do some lively scratching.

GETTING THE BUILDER'S HARDWARE BUSINESS

(By T. J. McDonnell,

Manager Builder's Hardware Dept., Havre Commercial Company)

How many of us are ready for the resumption of building that is bound to start this spring?

Can we handle the business that is bound to come to us with very little effort on our part?

These are questions that we should think over and answer. There is good profit in builder's hardware if we go after it right and we must go after it.

Most of us, and especially us small hardware dealers, think it is too much trouble, and have the idea that we have to sell builder's hardware on too small a margin.

Such is not the case. First of all, we should tie up with a good representative manufacturer, secure a small but complete line of samples, then go out and get the business; don't wait for it to come in, because it won't come in.

You have to be on the job to get the builder's hardware business. Watch the building permits, instruct your delivery men to turn in the location and, if possible, the names of owners, of every new basement that is being excavated, then get on the ground with samples and prices. The chances are that you will get the job and also keep your prospect from getting competitive prices on the job. Of course you cannot get the big jobs that way, but the writer has always found that the small jobs pay the largest profit.

I do not mean that you should pass up any big jobs. You can get them and should get them. You have some bright young salesman who is interested in builder's hardware. Have him get an old set of blue prints to study. He can soon learn to take off the hardware, and your local architect or contractor will be glad to help him.

Your stock of builder's hardware need not be large, but it must be complete, three or four finishes will do, but have every article in these finishes and you will find that by following the few suggestions offered that your builder's hardware department will pay and pay big. Builder's hardware sales lead to other sales. The new home builder will need a new range, new cooking utensils, paint and many other articles, and he will look to you to supply him. Let's step out and get the builder's hardware business.

The man who tries to do everything himself soon finds that his work and output are limited, for his attention necessarily must be concentrated on details! Learn to multiply yourself in others, for only by so doing can you expect to travel toward far place, or to reach an ultimate goal of large success.

"Build Now" Campaign

Address of William Henry, of Pioneer Paper Co., Delivered Before the Building Material Dealers' Association.

A NOTED economist has just said: "We are on a permanently higher price level and the sooner the business men of the country take this view and adjust themselves to it, the sooner they will save themselves and the nation from misfortune which will come if we persist in our present false hope. To talk reverently of 1913-1914 prices is to speak a dead language today."

The prices of building materials, compared with pre-war prices, show less increase than those of any other commodity. They have advanced little compared with living costs. The price of labor has increased and labor will never return to its old level.

This "lagging behind" of wages and materials utilized in industrial construction is due to the fact that civil industry was utilized to only a very small degree during the "war-production" period.

Cost of Construction Is Not High Today

It is low compared with foodstuffs, clothing and commodities in general. It is high only in comparison with its own pre-war level. Commodity prices will recede because they were affected by unusual war conditions. But even these prices cannot fall to the pre-war level.

The average increase of wages in the construction industry during the period from 1914 to 1918 was but 28.5% against a raise of over 94% in commodities. This was due to the stimulation of war industries at the expense of the seemingly non-essential industrial development.

Non-war construction was greatly restricted during the war and for a time was almost entirely stopped. When the armistice came there was a great volume of deferred construction projects, due to the curtailment of non-war production which had been reduced to such an extent that the War Industries Board estimated, had the war continued, 1919 production would have been but 10% of normal. The country at large is at least one year behind in its civil construction, amounting to at least three billion dollars. Before lower costs can be expected, this demand must be absorbed. Experts estimate that a period of from three to five years must be consumed before the nation will again be upon a peace footing. A period of arrested development for this length of time is inconceivable.

Although some readjustments of wages of individual trades and in the prices of certain classes of building materials may take place, the cost of construction will not come down to such an extent as to endanger a judicious investment made today in the erection of a new building. It is distinctly encouraging to the

construction industry to note that optimism is most emphatic in the literature from banks of national reputation.

There probably never was a time when, broadly speaking, optimism as regards industry was better justified or meant more to the country than at present.

Analyzing the reason for lack of building at present time, we find that the public is deferring buying and building because they have firmly embedded in their minds that enormous reductions will come, and come immediately. We know of many instances where people in the building business have told owners that it is a bad time to build and to defer construction for some months. An analysis of the condition shows that a drastic reduction in price will not come.

Labor—the Predominating Element

Lumber, steel, brick, cement, roofing, everything that enters into a building has advanced in price. Why? The iron ore in the ground costs no more; the tree in the forest is of no more value than in pre-war times, but the moment we move these raw materials towards a finished product we meet higher wage cost at every turn. The man who mines the iron ore receives higher wages. The coal to convert the ore costs more because the coal miner receives higher wages. Transportation charges are higher because of the increase paid to employees and the higher cost of railroad equipment (also due to higher wages). Profiteering is so small as to be negligible. An examination shows that 90% of the increased cost of building material is due to higher wages.

The cost of assembling materials is about 20% of the cost of construction, which is a very small addition to the total cost of the building. Labor at present is high—and will continue to be so. Wages, as a rule, in every locality have been too low and will never go so low again. The standard of living has increased. It was always too low. Labor which is costly is labor which is profitable. We cannot reduce costs of material without reducing wages.

When is the high cost of living going to drop? The War Department in its estimate for the maintenance of the army for the next six months, has estimated 10% more than for 1918. Organized labor says that a reduction in the cost of living, which is estimated at 60% above pre-war times, must precede any reduction in wages.

Hesitation—Prosperity's Greatest Enemy

One of the largest sources of prospective employment for returning soldiers and for workmen dismissed from war industries is the build-

ing trade and its allied industries. Private construction will lessen the congestion of population, convert inactive property into active property and improve civil conditions.

State and municipal organizations can well undertake building immediately, even at a slightly greater cost than in the possible future, in view of the public loss to be suffered if discharged soldiers and released munition workers should be even temporarily idle and of the fact that public buildings, not being income producing, are therefore not in competition with buildings constructed at a lower cost.

Realizing that this labor must be absorbed, the government has demanded that all Federal buildings and improvements proceed with the greatest dispatch and offer inducement to stimulate like cooperation on the part of local communities.

Building—As a Universal Investment

The present moment is favorable to the building of homes of all classes, from homes of the wealthy to the homes of the working man. The middle and wealthy classes have largely added to their fortunes through the war. Artisans, recently earning more than ever before, have set aside a part of their earnings and have accumulated either in Liberty Bonds or savings banks, considerable sums. A greater portion of these accumulated moneys will be invested in homes. It is the part of wisdom to begin promptly the best form of investment for the individual and his dependents—a home.

Rents—Determined by Supply and Demand

The demand for housing during the early part of the war was curtailed by the rapid advance of commodity prices. This compelled many tenants to get along with less space than their normal standard of living required, in addition to the removal of the young men of military age.

According to statistics compiled from 91 cities, at the end of 1918 only four of these cities had a housing demand below normal, while in 52 cities rents had advanced from 10 to 50%—this rise in rents took place at a time when the population was as economical of house room as possible. Another important fact disclosed was, that, despite the rising rents, the market value of real estate had declined in 60 cities and remained practically stationary in 72.

During the war the demand for city land was relatively small, because dealing in real estate was discouraged by the banks as a non-war activity requiring the use of credit. With the restoration of easier mortgage loan conditions the demand will inevitably increase. Nothing can be more certain than that in our growing cities the market value of land must advance briskly, as the market value is, like rents, determined by supply and demand. So it seems a judicious investment in the erection of a new building does not depend solely upon

the cost of construction. The man who buys a lot today and builds on it a building, will be better off a year from now than he would be had he left his money in the savings bank.

Land at present is the least inflated of all material wealth.

All Business Helped by Building

Every branch of trade should have a personal interest promoting industrial building as well as the building of homes. It is to their commercial advantage to do this, as a stimulus to business and also as a measure of national security. Building furnishes a market for labor of great volume and variety. It also creates an immense demand for materials, furnishings and domestic merchandise of every description.

What we need more than anything else to start building in this field is to enlighten the public that a big reduction is not coming; that present prices are caused by higher wages and not by profiteering; that there is a good demand at the present time for houses and apartments; that real estate is at its lowest ebb and if prices go down in the next two years it will be more than offset by the saving in buying a lot now and building, because real estate is bound to advance very materially.

TEMPTING PEOPLE TO PAINT

It is well said that there is a mesmeric fascination in watching paint transform an old, shabby surface into something bright and attractive.

We stand and watch the painter applying his brush even at the risk of paint spots on our outer garments or on our observing heads.

That there is an irresistible itching to apply the paint ourselves is shown by Mark Twain in his story of "Tom Sawyer." It will be remembered that Tom capitalized on this tendency by selling the boys the privilege of painting Aunt Polly's fence.

His profits were an apple, a kite, a dead rat and a string to swing it with, twelve marbles, part of a jewsharp, a piece of blue bottle glass, a spool cannon, a key, a fragment of chalk, a glass stopper for a decanter, a tin soldier, a couple of tadpoles, six firecrackers, a kitten with only one eye, a brass doorknob, a dog collar, the handle of a knife, four pieces of orange peel, and a dilapidated window sash.

Now that the stress of war is over, houses and iron work of all kinds should be brightened up and better protected.

ALL HE COULD GET

"And so you sacrificed your good name and everything for a paltry dollar!" asked the preacher.

"Sure!" replied the village tough. "That was all the fellow had."

A Purely Feminine View Point on Frills and Hardware

You Who Seek to Increase Your Sales Among the Women Folk of Your Community, Give Ear to This. It Is Written by a Woman Who Knows.

(Copyrighted)

HARDWARE! I wonder if hardware dealers ever stop to think just what kind of a mental picture the word "Hardware" usually conveys to the average frilly feminine mind?

I'll tell you—just NAILS—glittering heaps of them, with probably hammers and saws and things scattered about for a little variety, surrounded by a dark, gloomy atmosphere. Not a pleasant picture, surely.

So now you can readily understand why women instinctively shun hardware stores, and when they wish to buy such unromantic but necessary articles for the stern realities of life, such as wash boards, scrubbing brushes, pots, kettles and pans (really I should call Reeg, the Rhymer, to my assistance to enumerate the thousand and one things women should buy in hardware stores, essential, every-day necessities), they sally forth, alas, not to the hardware store, but to a department store, and only enter hardware stores as a last resort, simply because of the subtle difference in the atmosphere. For to the feminine mind, hardware stores suggest ugliness—department stores, beauty.

Hardware and beauty seem wholly unrelated, yet it is possible for the enterprising merchant who wishes to capture this deflected feminine trade to effect a very pleasing compromise.

The hardware dealer who recognizes this fact—that innate sense of beauty which is inherent in the majority of women, and makes a point of appealing to it, will find his store a most popular place with women, and greatly

increased profits will be the gratifying result.

Even such prosaic articles as kitchen utensils—if properly and artistically displayed, otherwise the effect is lost—glistening, snowy white, cheerful blue enameled ware, silvery aluminum, dainty glassware for baking, shining rows of spice and goody jars, will surely call forth admiration and desire in the hearts of home loving women, who take as much pride in the appointments of their kitchens as the living rooms.

There are so many labor saving devices that are always welcomed by progressive women, who wish to devote some hours of the day to more congenial tasks than mere drudgery. Women are always ready to be shown how to lighten labor, and are appreciative buyers of such articles.

What an attractive place the electrical department should be! There are great possibilities here for alluring detail, for "doing it electrically" is becoming more and more popular with women, and the enthusiastic possessors of one or a few electrical appliances, will naturally desire to acquire more, and with very good reason, for in every department of the home, electricity plays an important part. With this efficient, tireless helper, that old,

perplexing problem to many women, the servant question, is being solved. Even that grim vision, "Blue Monday," is being dispelled.

Women "Just Love" Fine China and Glassware

Women "just love" fine china and glassware. It always claims their attention, and the dealer who carries these lines is drawing and getting the feminine trade, that in most cases goes to the department store. I notice that

This human message should interest you, for every word is true. It is written to help you see yourselves as the average hardware store appears to the average woman—your customers, or those whose patronage you seek.



MISS EDNA DU BOIS

Miss Edna Du Bois is a young woman of keen observation, a business woman who uses her eyes, her ears and her mind, and who clearly interprets the average feminine mind. Our word for it, you will be benefited if you put these suggestions into practice.

We would like to hear from any of our readers as to what they think of Miss Du Bois' views. Your criticism, "destructive" or "constructive," will be welcome.

Write us as soon as you have read this article, please.

hardware stores that display these lines and other "pretty" household ware, have a cheery glow about them and are doing a very brisk business, while the more "masculine" appearing hardware stores usually have a deserted and gloomy atmosphere. Why is it that most hardware stores are dark and gloomy? That is something women don't like.

Even the paint department should be popular with women, for they realize the beautifying effects thereof (in some cases, alas that it should be so!). They quickly visualize the effect of a few cans of paint, enamel or varnish in transforming cheerless, uninviting rooms into most cheerful and livable ones.

Woman's Weakness for Paint

And clever women know how discarded, scratched furniture can be made to assume the most modern appearance by a few skillful applications of a little paint or varnish. Paint is an absolute necessity for the annual spring cleaning. Many women enjoy flourishing a paint brush about in order to beautify their surroundings, no matter how humble. Truly paint accomplishes wonders!

I think another important feature in making a success of the "of-interest-to-women" departments, is to select the very nicest clerks. If possible, a sort of a composite Douglas Fair-

banks-Hart type, a smiling - cheerful - willing-winning-forceful purposefulness ought to be an effective combination.

Everyone should recognize the fact that personality is a determining factor in making or marring sales, especially so when dealing with the contrary sex.

Clerks So Cheerful and Obliging They Couldn't Refuse Them

I have known women to actually refuse to buy the very articles they had the intention of buying, simply because of the displeasing personality of the clerk, while others will cheerfully buy unnecessary articles for exactly the opposite reason, "he was so cheerful and obliging" they simply couldn't refuse.

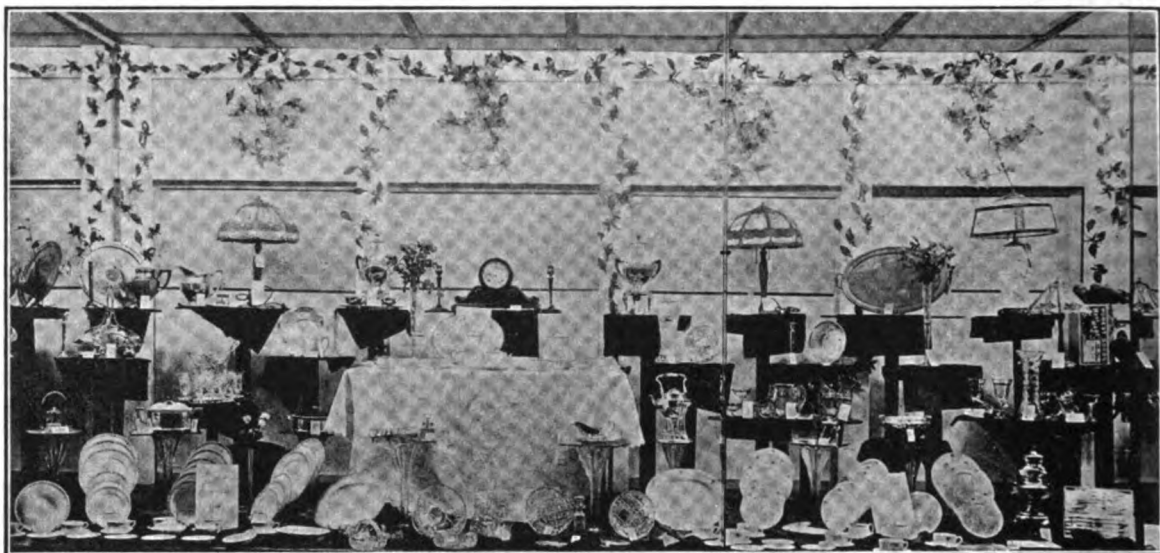
The best intentioned person, if lacking in tact, is always making blunders and never is appreciated. It seems a rather curious fact that the clerks in charge of these displeasing (to women) types of hardware stores, seem to reflect the general gloom of their surroundings, at least from a woman's point of view.

Gardening Appeals to All Types of Women

At this season of the year, with the lure of planting in the very air, women should and ought to be induced to buy tools, of the garden variety, of course, particularly those made "just right—strong, but light." As the sub-



Hardware stores that display "pretty" household ware have a cheery glow about them. Glistening, snowy white and cheerful blue enamel ware, silvery aluminum, dainty glassware for baking, are sure to draw the trade of the women folks.



Women "just love" fine china and glassware. Successful merchants among the **HARDWARE WORLD** readers, like W. J. Pettie & Co., of Oklahoma, who made the above display, know how well this is true.

ject of home gardens has been given national attention these last few years, the hardware men should reap the benefits of this publicity. In fact, as gardening has become a fad, quite a "fashionable" proceeding, naturally women must garden, especially when such fascinating costumes are shown for working (?) in the garden.

Gardening appeals to all types of women, the intensely practical as well as the frivolous butterfly lady. Cabbages for practicability, roses for beauty. And here's a little suggestion, Mr. Hardware Man: Just mention the fact to your women patrons that gardening is considered wonderful for beautifying the complexion, and then—just watch your tools fly! With a little thought many ideas for displays in these lines could be worked out.

While women truly appreciate and realize that the world of hardware occupies the vanguard in the march of progress and civilization, yet these contrary creatures don't like to shop in hardware stores, but I think they can be successfully induced to do so, if the hardware man would only cultivate the softer side of his nature, or rather his hardware stock. Unquestionably his efforts in this direction would be amply remunerated.

Having at all times some effective and attractive window display devoted exclusively to the articles that appeal to women, an inviting interior, and, of course, the proper advertising, will surely result in correcting the erroneous feminine idea that hardware stores are "horrid old places," and they'll come to the conclusion that they "are rather nice, after all." Usefulness and attractiveness can be successfully combined. Aren't women constantly proving it?

ARE YOU AN INTELLIGENT SAVER?

Yes; there's a vast difference between miserliness and really intelligent saving.

Human happiness is in between—just as solid satisfaction lies between saving (wise spending) and foolish extravagance.

The intelligent saver saves that he may have money to spend on worth-while things in the future.

The miser saves for money itself—not for what it will buy when accumulated.

The intelligent saver wants to provide for emergency or old age, but he also saves with the idea of more comfort, recreation and happiness.

He simply accumulates enjoyment of his money; saves really to spend for well-thought-out purposes.

He provides for his immediate necessities and for his future needs.

The miser does not provide for present necessities or tomorrow's necessities.

Intelligent savers use Thrift and W. S. S. to hold on to their money and to help it grow. By helping themselves, they help their government.

Business is something like aeroplaning. To stop is to drop, and to drop is generally to bust.

Good, Better, Best,
Never let it rest;
Till the Good is Better
And the Better Best.

It isn't what others think about you that brings the worry wrinkles; it's what you know about yourself.

Working With the Weather

A Little Study of Conditions Will Result in Increased Sales

SHOWING business men how they may make money and save money by taking intelligent notice of the weather and studying the present scientific Government forecasts, A. W. Douglas, vice-president of the Simmons Hardware Company, of St. Louis, and chairman of the committee on statistics and standards of the Chamber of Commerce of the United States, is author of a special bulletin issued at Washington by the Chamber of Commerce.

Mr. Douglas advises close attention to the daily forecasts and maps issued by the Weather Bureau and shows also how, by using local statistics of precipitation, a chart may be built up which will furnish a basis for judging the character of the weather for some distance in advance. The present bulletin deals only with the question of rainfall, that of temperature being reserved for a subsequent one. We read:

"The business student of the daily weather map easily utilizes the information it contains for his own particular line. A few instances will illustrate the simplicity of the methods.

"A few years ago a merchant in the Middle West noticed one day early in December that the daily weather map showed an 'intense' low in the Northwest followed by an equally 'pronounced' high accompanied by very low temperatures, and extending far southward along the eastern slopes of the Rocky Mountains. The season so far had been very mild, and there had been scarcely any sales for such holiday times as ice skates, sleds, and for such winter goods as snow-shovels.

"It was an easy deduction, confirmed by the local Weather Bureau observer, that a severe cold wave, accompanied by heavy snowfall, would overspread the entire country north of the line of the Ohio river.

"The concern immediately wired its branches and all its traveling salesmen to push the sale of the holiday and winter goods in question, telling the retail trade that a cold wave would be upon them in from two to three days, and that they had best stock up immediately, as they had been withholding purchasing owing to the mild weather. The result was a heavy sale of a stock of merchandise, much of which otherwise would have been carried over beyond the season.

"About the first of August of a very hot summer the question arose in another concern as to whether it should make a large purchase of electric fans, of which the sale had been, and still continued, very heavy. It would take about a week to get the fans in stock, and their sale was assured if the weather continued hot.

"On the other hand, the fan season was nearly over, and any pronounced drop in tem-

perature meant an entire cessation of the fan business. The weather forecast was 'fair and continued high temperature today and tomorrow.' But the map showed that a low of great extent had suddenly appeared in Southern New Mexico, while a pronounced high covered the Atlantic Coast, with an even more pronounced high coming from the Canadian border into Northwestern Montana.

"It was as sure a forecast as could ever be made under such meteorological conditions that rain would be general within sixty to seventy-two hours in the country where the concern was located, followed by much cooler weather. The purchase of electric fans was, therefore, abandoned, and such stock as was on hand was sold at bargain prices, and when the change to cooler weather came the concern was bare of fans.

"The more serious propositions, however, occur in connection with seasonable goods, the sales of which are largely influenced by weather conditions. Such goods have to be made up by the manufacturers and purchased by dealers, both wholesale and retail, many months in advance of their actual use by the consumers. The problem, therefore, is the probabilities of the weather when the consuming demands for the goods set in.

Lawn Mowers Are a Typical Case

"Contracts are placed with the manufacturer by the jobber in August of one year for mowers which will finally reach the consumer from April to July of the next year. Experience shows that sales of lawn mowers in dry seasons will often be fifty per cent less than in wet seasons.

"The extremes of rainfall show a tendency to recur within the thirty-five-year period. There are more years above or near the average rainfall of forty inches than below it. The wet years have a tendency to flock together, as have the dry ones, but there are rarely more than two dry years associated together. The probabilities, therefore, are that three average wet years are likely to be succeeded by two drier ones, and the drier ones in turn by three or more wetter ones.

"It will also be found that the months of April, May and June, the months in which lawn mowers are principally sold to consumers, correspond in the proportion of their precipitation to that of the average of the entire year. In other words, their precipitation is less than their individual average in drier years and equal or greater in wet years. Now, obviously those statements are not exact, and are subject to exceptions, as the chart shows. But, as the

chart also shows, they are approximately enough correct to form an intelligent working basis, as is done in actual practise.

"Lawn mowers are only a type of a very large class of seasonable goods, some of which sell best in dry weather and some in wet weather.

"Rubber hose, especially for garden and lawn purposes, is typical of dry-weather goods which are sold to the consumer principally from May to September in the vicinity of St. Louis.

"The correspondence of the proportion of rainfall of each month—May, June, July, August—to their year is fairly constant and again sufficient as a working basis. The method, therefore, in the purchase of such seasonable goods is to follow the conclusions as to whether the coming season will be wetter or drier than the one just past, according to the general law of probabilities shown by the chart.

"After another fashion there may be drawn certain inferences from the amount of precipitation in the spring months as to the likelihood of the amounts in the coming summer months. It will be noted that the very dry years—1860, 1871, 1879, 1894, and 1901, for example—gave warning early in the year, by deficiency in precipitation, as to what was to follow. A student of the situation in 1871 and 1901 must have realized by the middle of May of each year that a severe drought was imminent and would have ordered his business doings accordingly

"The conclusion would be also that the corn crop would be hurt by the drought, and this would result in a probable diminution in the sale of corn-huskers, husking gloves, corn-mills and all the various articles used in the harvesting of corn. There was also the likelihood of large sales in corn-knives, which would be used to cut corn as soon as it became evident that it would be injured by the drought. This use of corn-knives under such conditions is further stimulated by the fact that the drought would probably do much damage to the hay crop, and corn would be cut early and in large quantities to be used for fodder as a substitute for hay.

"Droughts in the latitude of St. Louis are almost invariably accompanied by continued high temperatures. This is usually due to the absence of the southwestern rain-producing lows and the persistence of the southeastern highs with their hot, dry, parching winds. Under such conditions there will be large sales of goods affected by the weather, such as ice-cream freezers, refrigerators, electric fans, and a host of others. . . .

"It will be noted that the months follow the years very closely in their general trend. They have the same tendency to associate in 'bunches' of wet months and dry months, and there are more months with average, or approximately average, precipitation than with appreciably

less than the average. This offers a fairly good working basis for the sale of goods which may center largely in one or two months. This is succinctly shown in the sales of grain-scythes in June as to whether the month be wet or dry.

"It not infrequently happens that the comparison of one season with another can be utilized in a very definite manner for business purposes. In 1913, as the chart shows, the season was fairly wet until May. Thence till September it was very dry, and consequently very hot. During this droughty period there were very large sales of dry-weather goods.

"Ice-cream freezers, for instance, sold freely until September, though usually the season for them is over by August. In 1914, when a very dry March ushered in a very dry April, a dealer in these goods drew the correct conclusion that the dry season having commenced thus early would be over that much earlier than the preceding season, and would be followed early by general precipitation, as actually proved to be the case. So the house predicated all its buying and selling of dry-weather goods on this basis and was not disappointed in the result. It calculated, for instance, the sale of ice-cream freezers would be over by the first of August, and arranged its merchandising accordingly.

"It will be observed in the chart that there is a constantly ascending and descending curve of precipitation, both in the years and the months. So that there is a certainty that the next year or the next month will be wetter or drier than the present one, and that the approximate nature of such precipitation can usually be forecast, according as to whether the present curve is ascending or descending.

"With all the various facts and approximate tendencies of precipitation through a long series of years before us, it then becomes the question of intelligent application, by each line of business, of the facts thus known to the various articles which directly or indirectly depend largely upon the weather variations for the volume of their sales."

HIDING LIGHT UNDER THE BUSHEL

The wife of a small-town hardware dealer answered her door bell and found a peddler on the front porch.

He was selling the greatest potato-parer ever invented and he gave a demonstration that convinced her at once, and she handed him over a quarter.

When the husband came home she showed him her bargain, and told him what she paid for it. Imagine her consternation when he said:

"I have a gross of these down in the store and I sell them for ten cents each—when I find a purchaser."

The woman always has the last word, and hers was to the point: "Then for goodness sake why don't you let people know what you have for sale?"

Peace Between Business and Literature

D ID Shakespeare, or Goethe, or Whitman, or Buddha, or Tolstoy, or Confucius, or Rousseau, teach you as important lessons as you learned from your parents, from your worthy and intelligent neighbors; from the leading men of practical affairs in your own country and age?"

Thus asks E. W. Howe in his monthly from Atchison, Kansas, and he not only puts the question, but he goes on to answer it positively and forcibly on the side of the parents and the neighbors and the practical men of business. Holding the opposite view, and in this case furnishing the fuel for the fires of Mr. Howe's invective, writes Frank Harris, editor of *Pearson's Magazine*.

In the current conflict of opinion, one of the proponents of literature speaks of the "intellectual lethargy and lack of sense" of the class whom Mr. Howe regards as the accomplishes of the great and important tasks, who have, as he says, "more real philosophy, worthiness and intelligence than the writers, prophets, martyrs, professors and politicians."

Says Literature: "The first requisite of success in business is greed, and the second is greed, and the third is greed. Mr. Howe puts himself out of court and becomes ridiculous when he talks of hundreds of business men possessing 'sheer genius,' and being equal in wit and information to a man of acknowledged ability in the field of letters. I have been in America four years now, and have only met one business man to be compared in ability, and he has made about a hundred million dollars."

Retorts Business: "To assert that a man, because he has cleverness as a writer, is one of the world's great men is an absurd doctrine. And I will go further and say that Shakespeare was not the greatest Englishman. Born with ability to write, precisely as a hen is born with ability to lay a certain number of eggs, his greatness was not of a useful kind, whereas there are half a dozen Englishmen living today who are greater than he, because their greatness has been of some use to the world."

"The first requisite of success in business is character, a word which includes temperance, fairness, politeness, industry, and as much intelligence as can be accumulated. Incidentally, I may say some of the most noted literary men have been impolite, dishonest, mean and occupied madhouses."

A Never-Settled Question

No need to quote further, for the extremes to which each party to the controversy carries his argumentative statement only tends to weaken his case, and the weakness from this source seems equal on both sides. But the basic

question at issue is an old one—constantly recurring and never settled with finality for the world. For each generation and each individual must meet it and judge it and settle it anew and individually.

How may abstract thought and theory and speculation live congenially and helpfully with hard-headed practice and trade and financial speculation? What common bond is strong enough to bind the arts and sciences together, so that they may develop harmoniously together along divergent paths toward the same vital ends?

In short, here lies the great world problem: To combine the thoughts of Sunday and a wakeful midnight with the action of Saturday and an active midday; the "ought" and the "may" of the philosopher with the "is" and "must" of the man of affairs.

For it is inconceivable that any man or any age could be either all commercial or all culture and literature. There is certainly something of each in every human being and in every group or age of men. To be sure, there are differences in proportion. For all of that the entire conflict between these two aspects of life arise over a very disturbance and error in proportion. Neither side wins. They are both right. They are both wrong. The only hope of either is in getting together with the other.

The Folly of One-Sidedness

The business man who has no sympathy with, or understanding of, or desire for the arts in some form—poetry, drama, music, fine arts, aesthetic dancing, any creative work which exists independent of its usefulness, as a thing of beauty and truth given to the world irrepressibly for the joy of giving—this business man we say is lacking something in the make-up of what a man ought really to be. He is very likely to be of little credit to business or society.

On the other hand, the artist who has a contempt for all the ministers of trade, on those grounds alone, and who is contemptible in his business dealings, assuming a grand indifference to all material agencies—that artist, we say, is out of joint, incomplete, lacking some of the vitals of his noble and assumed calling.

Whether we devote our greatest effort to the business and affairs of this world, or whether we are most interested in the spiritual, immaterial aspect of life, we must recognize and respect the minor interest. Art and letters as ends in themselves, existing simply for their own sake, are rubbish. Trade and material industry which become so absorbed in their dollars and pounds that these become the ultimate goal in an atmosphere of physical finality—such trade and industry are hollow mockeries,

pathetic in their little blasphemy of the eternal plan.

High-Browed and Hard-Headed

Now when the world is making a general military peace with itself and rearranging geographical affairs, the time is surely propitious for a harmonious understanding between the arts and the sciences, between the high-browed scholar and the hard-headed, systematic business man.

Let the storekeeper and the laboring man and the banker do some good, understanding reading of the best thought of the literary world. Let the philosopher keep his bank-book balanced and file his letters and budget his household accounts.

Each party to this age-old controversy cannot longer exist as a party. There is a coalition. Each becomes expert councilor for a common whole.

WHEN THE WELL COMES IN

(By A. C. Benge)

I've sold my mules and my brindle cow
And my Georgia stock and my turnin' plow,
And my old brood sow that I bought last spring,
And have bought some stock in a well, by jing,
They're goin' to bore somewhere, and when
They fetch her in just watch me then
As I'm shovelin' in my piles of tin
An' alivin' high—when the well comes in.

'Twas the finest feller you ever see
That sold me the stock, an' he says, sezee,
That a feller's a fool to sweat and toil
Instead of puttin' his money in oil
That'll make him rich in a little while,
So his folks can live in the latest style
An' move to town and dress like sin,
With nothin' to do—when the well comes in.

When I told Poteet, who runs the bank,
That I'd bought the stock, why the blamed old
crank

Said a feller was just a plain darn fool
To sell his stock and his farmin' tools
And the other things that he's got to sell
And put his money in a wildcat well;
But you just wait and watch me grin
At old Poteet—when the well comes in.

When the well comes in I'm goin' to buy
A great, big car that's geared up high,
And then doll up from head to feet
And drive to the bank to see Poteet;
And I'll make him feel like a ten-cent fool
For advisin' me not to sell my mules
And my farmin' tools and the corn in the bin
And buy oil stock—when the well comes in.

A real salesman is one part talk and nine parts judgment; and he uses the nine parts of judgment to tell when to use the one part of talk.



GEORGE H. ECKERT BECOMES REPRESENTATIVE

With nineteen years in the wholesale hardware trade behind him, George H. Eckert resigned his position as manager of the San Francisco office of the General Sales Corporation on April 1, and henceforth he will be a manufacturers' representative on his own account.

Mr. Eckert is known to the trade on the Pacific Coast from San Diego to Vancouver as an able executive and a keen authority on hardware and house furnishing lines. After a short-lived trial at adventure in the Klondike gold rush, Mr. Eckert settled in San Francisco with W. F. Boardman, and he has stayed with it ever since. He has been a prominent factor in building up the business into its present condition, and the organization is a testimonial to his faithful service.

The present step on Mr. Eckert's part is prompted by his customary enterprise, and he is entitled to every consideration and confidence from the trade on the Pacific Coast. He is making an Eastern trip this spring to complete arrangements with his proposed connections, and will return in May to open an office in San Francisco.

The Thompson Hardware store at Eugene, Ore., has been purchased by Mat Wilhelm, of Monroe, Ore., has been incorporated and will be known in the future as the Eugene Hardware Co. The incorporators are Matt Wilhelm, Monroe; George Wilhelm, Junction City; L. J. Kolker and James O'Farrell. Mr. Kolker, who has been engaged in the hardware business for the past eleven years, will be manager.

Allan Cooley, a pioneer hardware merchant of Marysville, Cal., member of the old firm of White, Cooley & Cutts, passed away at his home in Marysville recently. He was a native of Massachusetts, born on December 21, 1845. He was a veteran of the Civil War. He leaves a widow, one daughter and two sons. He was highly regarded by everyone, and his death will be learned of with regrets by many who remember the firm of White, Cooley & Cutts, which was a large factor in the hardware business a number of years ago.

The Edwards Hardware Co., Selma, Cal., have recently remodeled their store, adding increased stock and facilities, and are preparing for an active season's trade.

Boosting Bicycles During National Bicycle Week

THE BICYCLE manufacturers and supply dealers have set apart May 3-10 as National Bicycle Week, during which time the sale of bicycles will be pushed energetically by all the big firms.

The hardware man who handles wheels—and every merchant should do so—should take advantage of this vast flood of national publicity and push bicycles for all he is worth during the first week in May.

In order to make his work properly effective there should, of course, be a preliminary advertising campaign—newspaper, bill board, car card, circular and window display—for the greater publicity in advance, the greater the cumulative effect.

No better newspaper ad could be prepared than that of the New Departure Co., who, in a two-column ad, surrounded by a plain black border, with plenty of white space, advised:

RIDE A BICYCLE TEN REASONS WHY

CONVENIENT—Always ready, always steady. No horse to feed; no gasoline to buy.

HEALTHFUL—Develops boys and girls physically and mentally. Keeps everybody young.

ECONOMICAL—Saves time and money; and remember, time IS money, if rightfully treasured.

FULL OF FUN—Whisks you out to the golf links or tennis courts, and keeps you in fit form for work or study.

ENCOURAGES THRIFT—Insures the maximum mileage at minimum expense to wage-earners.

KEYED TO EMERGENCIES—The modern bicycle is as valuable as the telephone in making time yield to necessity.

OUT OF DOORS—Takes you to the pleasure of lake, wood or valley without discomfort or fatigue.

EXHILARATING SPORT—It's great to sprint and coast—exciting, exhilarating, gives free play to all the muscles.

LAUGH AT TROLLEYS—Start later; get there sooner. Escape the crowds and uncertain schedules.

SUITS EVERYBODY—Whether man or woman, boy or girl, business or pleasure—it spells utility.

There's a great big WHY
For every bike you buy.

Every hardware man who has been in business for any length of time has a list of names and addresses, and if a card with the above printed on it, with a heading such as: "Celebrate Bicycle Week With a Bike," were mailed each one, it would be sure to awaken interest. For those who already possess bicycles the suggestion should be made that you have all the supplies and accessories and that when in need of anything in the bicycle line they give you a call.

For the man who wanted to try something new, at a moderate cost, the plan of S. J. Delaney, Napa, Calif., is recommended. Just

prior to election time, when all the candidates were handing out cards, he had quantities of the same style printed and distributed to the voters as they congregated in groups on the corners:

S. J. DELANEY
(Present incumbent)
For COUNTY BICYCLE DOCTOR
69 N. Coombs St. Napa, California.

It brought his name and line to the attention of hundreds who would never have noticed a modest ad in the newspapers, and the card was usually placed in the voter's pocket along with other candidate cards, and was therefore very likely to be noticed later by other members of the family.

The sign board is another good way of calling attention to the joys of the bike. The Pansy Cycle Co., Denver, Colo., had the right idea in regard to an ad of this kind. They showed at one side a Boy Scout riding a bicycle. He was just turning a bend, and below him—he was on a high bluff—lay spread the city of Denver. Beneath the figure were the words:

The best way to get acquainted with the beauties
surrounding your city.

At the other, was a painting of several bicycle tires, as well as saddles, bag of tools, and table on which were displayed a number of accessories. Beneath this picture was the caption:

Everything for the Bicycle at the Pansy Cycle Co.

While one man can do a great deal alone, concerted action always counts the best, so the hardware dealers, sporting goods men and bicycle stores of Tacoma, Wash., got together and arranged a Bicycle Day. It was advertised in the papers and through the windows, as well as by posters and signs in the cars. The entertainment took the form of a big parade in the morning, with races at the park in the afternoon—substantial prizes in the way of sporting or camping merchandise being given. In the parade they offered prizes for the best decorated wheel for boys and one for girls, as well as for the oldest and the youngest rider in the parade. A half dozen of the old style high wheels led off the procession, and it was brought to a close by a bicycle band. Proceeding to the park, a series of races were inaugurated, prizes being offered for two-mile boys' race, one mile open, one-mile girls' race, high wheel race, slow race, and five-mile state championship race.

Speaking of races, the Baltimore Bicycle Association, Baltimore, Md., have adopted a

plan that has stimulated much interest in the purchase of wheels. They hold each season a series of bicycle races that are largely attended. Admission to these races costs 25c, but to the riders of bicycles of masculine persuasion admission is 10c, while lady riders are admitted free.

If one wished to attract especial attention during National Bicycle Week he could not do better than follow the example of R. M. Brisco, London, Ont., who advertised a three days' Dollar Sale. During this time there were bicycle accessories of all kinds priced at one dollar, while previous to the sale certificates were given out good for one dollar applied on the price of a bicycle purchased during the sale.

When all is said, however, the window display is what gets the attention of the most people, and the hardware man will not fail to have a pulling exhibition of bicycles during Wheel Week. Models should be used whenever possible, as people will stop to see a man or girl on or beside a wheel, when the showing of bicycles alone would not cause a glance. These figures can be borrowed from any clothing store, and will serve to feature sweaters and bicycle caps, tool kits, speedometers, wrist watches, and other accessories as well as wheels. A catchy card should back up the display, giving some special reasons why a bicycle should be purchased. An excellent card noted recently advised:

RIDE A BICYCLE

The upkeep is low and fuel consumption concerns only the rider at the dinner table. Tires for a bicycle cost less than an inner tube for an auto. There are many individual trails that wander off afield, from which the autoist is barred on account of stones, yet which beckon the bicyclist, who is not ashamed to dismount and walk beside his machine over a particularly bad stretch.

The bicyclist who returns to the love of his youth finds a joy that is denied the autoist who depends upon a crankshaft instead of his knees.

DOZENS OF ANGLES TO REAL STORE SERVICE

Store service means greeting the customer with a pleasant "Good morning," "Good afternoon," or "Good evening," when he or she enters the store; answering the telephone promptly and properly; announcing to the customer, who for any reason cannot be waited upon at once, that he has been noticed and will be served at the earliest possible moment; placing change in the customer's hand and allowing him to dispose of it satisfactorily before handing him the package that he has purchased; thanking him for his custom; inviting him to come in again; and all the other acts of courtesy that distinguish the well-managed store from the poorly managed one. But service means more than this.

A SALESMAN'S EXPERIENCE WITH A "FREAK"

Many are the salesmen who meet queer customers on their rounds. To the man who regularly makes the territory these customers seem in no way out of the ordinary, but to the specialty man they are a study.

It was my experience not many years back while traveling in such capacity along with the regular salesman for a large hardware jobber, "somewhere in Louisiana," to encounter what I term a "freak." I had been having a run of good luck in selling every one that I had called on that day and was full of "pep."

Having been told that it would be impossible to sell, I properly toned. When I was introduced I broke in gently and worked up steadily, doing wonderfully, I thought. But I could not get him to speak or express himself at all—a veritable sphinx.

As I was doing all the talking I feared to ask a point blank decision, but finally (in desperation, I made the attempt. It was just so many words wasted on deaf ears.

A customer by that time relieved the situation by coming and claiming my "freak's" attention. I noticed by my watch that it was near supper time and we made our way to our hotel. I wasn't satisfied and felt that I should have wound up the day by selling this customer. It worried me and I determined to make a last endeavor.

I returned to the store again, and as I reached the back part, near the office, my "freak" was warming himself, with shoes off in front of a hot wood box heater. Every now and then he would balance a foot in the front opening of the stove and then, pulling it out, pull the end of the sock up. This process continued, one foot after another.

Now I wanted to make the next train, leaving that night, and had very little time to waste. My jobbing salesman partner, enjoying this immensely, broke out with: "Well, Jack, are you through with Mr. Mack?"

"It's near train time," I replied. "Mr. Mack hasn't decided whether he wants me to ship him that assortment or not."

My man at last broke the ice, and in a gruff, solemn tone, stated: "I don't chew my terbacker twice!"

That broke the camel's back. It got my goat. Says I, as coolly as I could: "Mr. Mack, some people chew their terbacker once, then they take it out and let it dry and put it in their pipe and smoke it."

I was prepared for a fight, but, surprise of surprises, my "freak" gruffly haw-hawed, and looking over, says: "You ship me that assortment. You'll have time to catch the train. Give me a duplicate."

Excelsior! I had conquered—I sold him and have been selling him ever since.

SUGGESTIONS MERCHANTS FIND PROFITABLE

"If a lady comes in during a rain without an umbrella," says a Missouri merchant, "we offer her one, if we have one handy, and we usually do have three or four for that purpose. We believe it is a good idea to have two or three cheap ones around, and we tag them, asking that they be returned at the first opportunity."

Giving Away Horse Covers

A dry goods man who drew trade from the country bought a number of horse covers bearing the name of his store. He arranged a plan of distribution that was a success, says the Drygoodsman. Each Saturday he gave a pair to the customer coming the farthest distance; then in his newspaper advertisement for the following week he printed the name. Another pair was given to the man bringing in the largest load of people.

"Sand Pile" for Children

You need not wait to be a great, big city department store owner before you begin to attract trade by caring for and interesting the children of shoppers. A general store in a modest-sized town has part of a stock room filled with sand. A low, light fence is placed about it. Little tin buckets and shovels are furnished. Seats are placed around for the mothers to rest and enjoy the sight of the happy kids. This was a great hit, and a great advertisement. Needless to say, the kids insisted on going down town with their mothers—and insisted on going to the store that had the sand pile.

Catch Him on Pay Day

It is not uncommon for merchants to use advertising space on the pay envelopes of local manufacturers or other large employers. An employer using pay envelopes will usually be glad to allow an advertiser to imprint them with his advertisement, for the privilege of which he supplies the envelopes.

Here is a way in which you can make this pay envelope plan produce some business for your store. Use the advertising to feature flashlights.

Imprint the envelopes something like this: "The handiest thing you can have is a pocket flashlight. It makes you independent of lamps or gas or electric lights or matches. It is safer than matches. Prices 50 cents up. Bring in your pay envelope and get a flashlight. Pay half the price of the lamp today, the rest next pay day."

The employer using your pay envelopes will no doubt allow you at any time to fix up enough for one pay day with some special message rubber stamped on them, or placed inside on a slip of paper.

NEW DISTRIBUTION PLAN FOR PYRENE

A new plan of distribution involving a liberal attitude toward the jobber and the dealer has been adopted by the Pyrene Manufacturing Company, of New York. This plan was put into effect shortly after the appointment of Mr. Walter Bauer as president.

Industrial and dealer business heretofore handled by the company direct has been turned over to the jobber, entirely eliminating all competition between the company and its distributors. Pyrene salesmen will work with distributors' salesmen in developing business. An intensive advertising campaign designed to aid the dealer is now in progress.

The company has offices in Atlanta, Cleveland, Chicago, Kansas City, New York and San Francisco. The officers of the company for this year are: Walter Bauer, president; Edward J. Waring, vice-president and general manager; Edward A. Clapp, secretary and treasurer, and G. P. Rogers, general sales and advertising manager.

A GOOD MOTTO

One of the largest and most successful buyers in the United States has the following motto framed on his desk. He says he owes most of his success to its influence upon his life:

"Let me be a little kinder, let me be a little blinder,

To the faults of those about me; let me praise a little more.

Let me be, when I am weary, just a little bit more cheery;

Let me serve a little better those that I am striving for;

Let me be a little braver, when temptation bids me waver;

Let me strive a little harder to be all that I should be.

Let me be a little meeker with the brother that is weaker;

Let me think more of my neighbor and a little less of me."

Remember that you have a duty to yourself, no matter how your envying circumstances may shape themselves. Your duty is to be physically fit, to be clear of brain, to be cheerful and optimistic and under all circumstances to do your best.

HARDWARE WORLD USED BY CLASS IN BUSINESS ADMINISTRATION

In enclosing check herewith for renewal of subscriptions for ourselves and employes, we wish to assure you that we certainly do enjoy the **HARDWARE WORLD**. The last issue was an especially interesting one.

Among our employes we have a class in business administration, and we use the **HARDWARE WORLD** as one of our regular publications for study.

ERNST HARDWARE COMPANY.



A. W. STITT COMES FROM AUSTRALIA TO ENCOURAGE TRADE

Every month evidence is at hand that Australia and the Antipodes offer undeveloped trade possibilities for American manufacturers and exporters. Letters seek information or invite intercourse. Representatives of the more progressive American interests set out on the long trip for first-hand information. The **HARDWARE WORLD** often has the good fortune to meet energetic and far-seeing members of the trade in the far away continent who come here to encourage and solidify the growing trade relationships.

Such is again our pleasure this month with the visit of A. W. Stitt, who has long been a members of the **HARDWARE WORLD** family of readers, and at home, in Sydney, Australia, is a manufacturer's representative.

Bringing with him the same message for American business that comes so persistently from foreign shores, Mr. Stitt is doing everything he can to promote a better understanding of South Sea conditions and the circumstances which must govern commerce with the trade there. "The field is waiting, and the market is potentially rich," said Mr. Stitt, "but with the limitations that human nature and physical circumstances compel. The exporter must better understand the people he is dealing with. He must know his market more accurately. Above all he must realize that Australia will not invite intercourse if she is treated as a dumping ground for continental surplus.

Before Mr. Stitt became a hardware man he was an attorney in New Zealand. As he himself puts it, "I had to pitch it up because of my health."

As his law firm had handled extensive commercial accounts, it was a natural consequence that he fitted easily into the business world and that he has been successful there. His principals here and the very fact that he is here at this time are the best evidences of his position in the trade.

And the American manufacturers whose business Mr. Stitt conducts in Australia are the Carey Manufacturing Co., of Brooklyn, N. Y., the Phoenix Horse Shoe Company, of Chicago, Illinois, the Fowler Nail Company, of Seymour, Connecticut, the Wrought Washer Manufacturing Co., of Milwaukee, and the National Manufacturing Company, of Worcester, Mass.

At the present time Mr. Stitt is in the East conferring with his principals, and he will probably not return across the ocean before the middle of May or the first of June. He has brought his wife and little baby here "to the States" with him.

Two brothers are associated with Mr. Stitt as manufacturers representatives, or will be as soon as they are released from the service, and he has in contemplation the opening of offices in the United States, perhaps at San Francisco, and elsewhere, which will enable him to give attention to the interests of the American manufacturers which he represents, his brothers attending to Australia and New Zealand.

He also contemplates arranging to represent a number of Australian manufacturers in the distribution of their products in the United States.

BEDTIME RHYMES

Tommy had been out playing until he was very tired and did not feel inclined to say his prayers, but his mother insisted, so Tommy began:

"Now I lay me down to sleep,
I pray the Lord my soul to keep—"
"If," prompted his mother.
Said Tommy, sleepily—
"If he hollers, let him go,
Eeny, meeny, miny, mo."

UP-TO-DATE

Sunday School Teacher: "You must grow up to be good. Don't you want to be looked up to?"

Little Emma Wayup: "No; I'd rather be looked around at."

INDEPENDENT

New Salesman (hotly): "I will take orders from no man!"

Salesmanager (coldly): "Yes, I noted that while you were out on your trial trip."

Look on the bright side—and if there is no bright side—polish the dark one.

Keep up the Business Morale

NO WARFARE, military or commercial, can be waged successfully unless the morale of the forces engaged is maintained at a high level. It is necessary to keep up the courage, zeal, hope, confidence and enthusiasm of all the men and women directly and indirectly engaged in the struggle. It is necessary that all work strenuously and that all work together in harmony. It is because our soldiers and those of our allies did this that we now have the privilege of carrying on the commerce of peace.

It is now necessary to build up our business morale. It is necessary that we do this at once. If we do not, sooner or later we will find that our enemies have gained the commercial supremacy. That they have really won the war as many of them still believe that they have.

During this warfare it will be necessary for America to support the Allies as consistently and as wholeheartedly as she has during the past two years of military warfare. It will also be necessary to fight the Central Powers and to be on the lookout for their use of the same underhand methods to gain an advantage that they have been using throughout the four years of military battling. This outlook makes it very necessary to have the commercial forces of the country strongly, efficiently and effectively organized.

This is not the time for the airing of petty grievances. This is no time for undue stubbornness. This is the time for everyone to make the sacrifices necessary to insure as great a commercial victory as was the military victory. This is the time for all to work in harmony with unlimited courage, zeal, hope, confidence and enthusiasm. This is the time to keep the business morale up to a point equal to that of our A. E. F. while our boys were fighting in Europe. To our boys who will never return it is our duty to win this commercial war; it is our duty to keep up the business morale no matter how dark the future may look.

Advertise America and American Goods

Throughout the course of the Great War much advertising, much propaganda has been used. Everywhere it has had its effect. In some cases it has resulted in breaking down the morale of an army to such an extent as to make advances by the enemy possible where they would have been impossible without advertising, this propaganda.

This advertising, this propaganda work is still going on. Everything possible is being done to win the sympathy of the American people. Everything is being done to make a commercial attack upon American business easy and successful.

There is only one way to counteract this. That way is for American business men to advertise; to advertise the superiority of American goods and the goods of the Allies. It is high time that we advertised America and her products in every little hamlet, in every little newspaper as well as in the large cities and in the magazine read by millions of readers.

Remember that we still have enemies in our midst and that we must advertise, that we must use propaganda for American business or the poison of the enemy lies will take effect in the minds of many of our citizens. Let every business man in America, be he little or be he big, advertise the high standards of American business and American products. Advertise as a patriotic duty as well as to increase business and profits.

Back Up All Advertising

Long ago it was discovered that great success could not be won by advertising if this advertising was not backed up with quality goods and service. One reason why the advertising and the propaganda of the Central Powers failed in its purpose was because it was not backed up. Promises made in the advertising were not kept. Advertising that is not backed up faithfully proves to be nothing more or less than lies and is sure to result in failure.

Dishonesty does not attract business. It does not gain the confidence of people. What better example or proof of this could we ask than the results that have followed the insidious propaganda, the spreading of lies by Germany and her allies?

The advertising any business man does that is not backed up by his goods, his actions and the service he renders is likely to prove as disastrous to him as Germany's propaganda has finally proven to her. Therefore, for your own sake and for the sake of your country, back up your advertising with goods and service equal to or superior to that which the advertising leads people to expect.

Be Honest Always

Failure to abide by her promises eventually brought the greater part of the rest of the world into conflict with Germany. It was dishonesty which caused the war and it was dishonesty which caused it to reach such an enormous scale. It was dishonesty on the part of a single nation that caused the loss of the millions of men killed on the battle field. It was regard for honesty, it was high purpose that won the war.

Dishonesty in business is just as disastrous as dishonesty in warfare. It will pay every business man to conduct his business honestly.

It is the only way he can gain permanent success. It is the only way he can secure aid when aid is needed. During the coming commercial battles honesty will be required more than ever before, and the temptations to be dishonest will be greater than ever before.

Do not weaken. It is now a patriotic as well as a business duty to be honest. Stand shoulder to shoulder with your comrades and prove yourself a man of honor, a man worthy to associate with other American business men, a man who is doing his utmost to win this great commercial war now being waged.

Be honest always. Never for a moment listen to the whisperings of the enemy and betray the trust placed in you by your fellow business men. Be a man. Be an honest man. Never allow yourself to be used as a tool by an invader. Don't allow the great and immediate profits to cause you to turn traitor. Be honest.

NO MISTAKE

"Boss," said the porter, "I'd like to git off nex' Saturday for the whole day."

"What for?" inquired the employer.

"Go to a funeral."

"Whose funeral is it?"

"My uncle's."

"When did your uncle die?"

"Lawd, Boss, he ain't dead yet."

"Then how do you know his funeral is going to take place on Saturday?"

"Ca'se de's gwine to hang him Friday."

IT'S DIFFERENT NOW

Long ago the shop was tended
By a bully sort of men,
But the good old times is ended
An' they won't come back again;
For the doors is swingin' open
To the heathen an' the wop,
An' so help me!—I'm not dopin'—
Now there's women in the shop.

If a helper dropped a castin'
An' it smashed him on the toe,
He uncorked his best dog-gastin'
Just to let the others know;
Now his pain he's got to swaller,
An' his langwidge has to stop,
For he dassen't cuss an' holler
When there's women in the shop.

First we laughed and joked quite hearty
At the bloomers an' the caps,
What could this here female party
Know of gauges, mikes an' taps?
But their gumption was surprisin',
For they learned 'em, sure as pop,
An' the output curve's been risin'
Since there's women in the shop.

Yes, they're mighty keen an' clever,
An' they're nimble as they're quick,
An' they have no trouble ever
Gettin' wise to every trick.
So, although they're shy on muscle,
They are allus on the top.
An' us men have had to hustle
Since there's women in the shop.

ONLY 4 MILES TO JIM LAKE

JUST LIKE HOME

THE BEST SNAP IN LAND
FOR SALE BY THE LANDLORD

WHEN I AM IN PINGREE
I STOP AT THE

Cottage Hotel

AND TRADE AT THE LITTLE STORE.

WHY? BECAUSE IT'S LIKE
MAKING LOVE TO A WIDOW.
CAN'T BE OVERDONE.
NOTHING FIRST CLASS—
BUT THE PRICE.
EVERYTHING NEW
BUT THE COOK

RATES:

MEALS—80c and up
BEDS—75c and up
ROOMS—\$1.00 and up.



FOR MEN ONLY

HARDWARE

FARM IMPLEMENTS

FIELD AND GARDEN SEEDS

PAINTS AND OILS

HARNESSES

SILVERWARE

MUSICAL GOODS

AUTO TIRES

AUTO TUBES

A. L. KOLTZE, Prop.

PINGREE, NO. DAK.,

A UNIQUE LETTER HEAD

We are showing herewith a reproduction of a letter head, which is being used by A. L. Koltze, a hardware merchant at Pingree, N. D.

This is so unique and out of the ordinary we felt sure quite a number of our readers would be interested in Mr. Koltze's method of advertising his store.

As you may infer from Mr. Koltze's letter-head, he does not confine his activities to his store, but is likewise conducting a hotel, is a real estate dealer, and is active in other lines generally, and, judging from the cut, one might add a matrimonial bureau, as well.

In Boxes

 In Rolls

Next
 Best to
 Cork
 Insert



From Chicago to Frisco On One Set of White Stripe Transmission Lining for Fords

Steep hills make the stiffest kind of a test for any Ford brake lining. This Chicago to San Francisco trip on one set of White Stripe Linings proved it quite in a class by itself. Crossing the mountains the wear and tear on the brake lining is something terrific.

Miles and miles must be made with the brake constantly in use. Ordinarily linings do well to last out three or four hundred miles of this kind of service. White Stripe linings went through the whole trip with flying colors.

An ingenious and improved method of weaving, plus superior treatment, make White Stripe Linings far better.

Each fibre is saturated by our secret treatment, to resist the burning and hardening action of hot oil. White Stripe lining stays soft longer and gives smoother, surer braking action.

White stripe is decidedly the leader for quality among transmission fabrics. You can instantly tell it, whether you buy from the roll or in the box. It is marked the entire length with the white stripe.

In Boxes \$2.00 per set of 3
 Rockies West, \$2.25 Canada, \$3

In Rolls 32 cents per ft.
 Rockies West, 35c; Canada, 40c

ADVANCE AUTOMOBILE ACCESSORIES CORP.

Dept. E-83 56 East Randolph Street, Chicago, Illinois



Hard Work Develops Capacity to Accomplish Things Worth While

"He deserves not sweet that will not taste of sour."

OUR sensations are largely relative. In order to appreciate sunshine, we need rain and cloud; to realize advantages, we have to know something of want and disadvantages. Life is richer because of varied experiences, in that they increase our capacity for sympathy, understanding and enjoyment.

All about us we see young people, and some older ones, too, who do not think it worth their while to exert themselves to become efficient or capable in some particular line. They are content, Micawber-like, to wait for something to turn up, and the longer they wait, the less likely is that mysterious "something" to make its appearance. People who are not ready to work and to struggle and to overcome should not expect to taste the sweets of victory and achievement.

It is a favorite theory with many that Fortune favors some and that "luck" is with certain individuals who are forging rapidly ahead. As a matter of fact, the people who make steady headway in the world are the ones ready to pay the price of consistent preparation.

An Exception, Maybe, But It Is Indicative

About three years ago, a young man of 22 suddenly awoke to the truth that he was becoming something of a drifter. He had worked on some constructive work in New Jersey, as a timekeeper in a big enterprise in New York, in different capacities in a ship-building yard, as a clerk in two or three different kinds of retail stores and had spent more than a year in Y. M. C. A. work. He was a likable young chap, but lacking in the fundamentals of both an academic and a business education.

He applied for several positions which he felt thoroughly competent to fill, and was much disappointed to find that men were not wanted who knew a little of this, a little of that and not very much of anything. He could not afford to stop and go to school, but he held a "secret session" with himself and determined to veer to the right.

He secured as good a position as he could. The pay was enough to insure an income sufficient for his maintenance with economy. He determined to economize rigidly in order to save enough to take up some course of study which would put him into the class of trained men. The course he aspired to take was beyond him in price and mental requirement. This is where he was wise, for he took the best he could afford which promised helpful training. He finished that course in three months.

In the meantime he was earning a little more money. He put it into a second course, some-

what more difficult and exacting. That took six months. His next step was a two years' course equivalent to a college education in certain branches.

It is difficult to appreciate what a change has come over him. His language is improved. His manner is that of an alert, successful young business man, in place of an irresponsible youth. He is earning today, at 25, a salary of several thousand dollars, has upwards of a hundred men under his direction, and is looked upon as having only started on his business career. He deserves to taste the sweets of well-earned success, because he has had the courage and the foresight and the persistence to meet the circumstances of his situation bravely and to make the most of them.

The man who has the courage to overcome hard things, develops the capacity to enjoy.

ARE YOU WORTH YOUR WEIGHT IN GOLD?

To say that a man is worth his weight in gold is not really an extravagant statement when the facts are closely analyzed.

There are thousands of men whose capitalized earning power is greater than the earning power of gold coin of the same weight as their bodies.

The analogy has been worked out as follows:

"Take a man who weighs 150 pounds; what would he be worth? He would be worth as much gold as it takes to balance him on a butcher's scale. That would be 182.2 pounds—not 150 pounds. This is because gold is weighed by troy weight—5,760 grams to the pound; and a man is weighed by avoirdupois weight, in which 7,000 grams are required to make a pound.

"Gold today is worth \$20.67 a troy ounce—\$248.02 a troy pound. So the man who weighed 182.2 pounds troy, or 150 pounds avoirdupois, would be worth \$45,192.85, an amount that, at 5 per cent—a fair rate of interest—would yield about \$2,260 a year; less than \$44 a week."

Of course, as salaries go, \$44 a week is high—millions are getting much less and, therefore, are not literally worth their weight in gold.

But among these millions are thousands who are not getting a proper return on the capital with which Nature endowed them. Instead of making their brains and bodies pay a return of 5, 6 or 10 per cent, they are satisfied with a return of 2 or 3 per cent.

Every man can aspire to be worth his weight in gold with a fair chance of realizing his ambition.



CONVERSE Tires have "Measured Up to Specifications"



BECAUSE — Converse was probably the very first AVAILABLE quality tire. At the outset its superb 6000 mile calibre was linked up with the proven service facilities of the Hardware jobber.

BECAUSE — the Converse Company very early identified itself with hardware associations of national scope — so that it might learn the best way of serving the hardware merchant.

BECAUSE — the Converse way of making and selling tires has accomplished the practical elimination of adjustment bugaboos — and made it comfortable for the hardware dealer to do business with us.

And Finally

BECAUSE — IN ACTUAL PRACTICE the Converse deal for hardware dealers has been a supreme success—a wholesome example of mutual profit and satisfaction.

N. B. Increased production facilities allow us to open a few new jobbing territories — if interested, write at once for our "Initial Contract form" — it's REFRESHING.

Exclusive Distributors ;

C. M. McClung & Co., . . . Knoxville, Tenn.	Stratton-Warren Hdre. Co. . . Memphis, Tenn.
Nash Hardware Co., . . . Fort Worth, Texas	Wm. Stockhoff, . . . Louisville, Ky.
F. P. May Hardware Co., . . . Washington, D. C.	Stauffer, Eshleman & Co., . . . New Orleans, La.
McGowin-Lyons Hardware & Supply Co., Mobile, Ala.	

Made by CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

Service Branches:

142 Duane Street, New York

618 W. Jackson Boulevard, Chicago

Service—Its Value in Competition

(By H. M. Rallsback)

SERVICE has furnished countless themes for business sermons. Its importance has been emphasized so repeatedly that, on first thought, it suggests a subject that seems prosaic and threadbare in the extreme. Yet after careful consideration what is so vital to the success of the retail business as service?

With the certain knowledge that better service means a bigger and better business, how can we spend time and study to any better advantage than in an endeavor to improve our service, which is such an important factor in business today? And in this connection it is interesting to note some of the things that prompted business men to make a study of service originally—of conditions that brought the great service idea into being.

Years ago the question of service was an unimportant one and rarely considered by the business man. The retail merchant selected his stock, hung up a sign and waited for customers to come to his store. Customers came because stores were scarce. A good location meant a good unsolicited trade.

The merchant relied upon word-of-mouth advertising. His store was merely a distributing point for the goods he carried in stock. He spent no extra time formulating plans to improve his service, nor did he pass any sleepless nights worrying about catalog business. He had practically a monopoly on the business in his section and service to him was a scarce article—or *rara avis*, politely speaking.

Competition Makes Better Service Necessary

Then came that ogre, Competition, whose size increased as the years went by and who began to form a particular liking for the bedposts of the dealer's bed as a favorite roosting place at night. It was at this stage of Competition's development that the idea of service was born. Now, peculiar as it may seem, Competition has been an aid to the development of Service—and here is why:

Competition stimulates each of us to greater effort. It forces us to study our business more intensively. It makes a better business man of the fellow who has been self-satisfied.

The driving horse shows a remarkable burst of speed when he hears the clatter of another cart behind him. He takes the bit in his teeth, his mind is on the race, and he forgets everything else. Just so with the business man who is consistently prodded up by competition.

Don't Try to Eliminate Competition Completely

Every kind of competition is a stimulus for greater activity. We might as well be honest with ourselves and admit that competition is a good thing for all of us. We may blaspheme

it as we will—but that doesn't get us anywhere. Time spent in trying to annihilate competition is time poorly spent. The real problem is how to become the most formidable competitor in the field.

Every dealer is meeting, or some day will meet, two kinds of competition—local and out-of-town.

There should be the orderly store with goods well displayed. Without this it is difficult to give good service; for good service means having goods handy so that the customer can examine them with the least possible effort. Never make it difficult for your patrons to see what you have for sale, but rather arrange your goods so that they will help sell themselves. The casual visitor very often leaves the store a customer because of timely and attractive display of seasonable goods. Delay in showing a customer something he is interested in, due to haphazard arrangement and poor display, loses many later sales.

The ill effects of carelessly stored goods often are reflected by the sales. When anyone buys an article he or she likes to take it home looking as bright and as nicely finished as a new article should be. Rust, dulled paint and other imperfections due to poor housing of goods mean disappointment to the buyer. Occasionally they drive away a perfectly good prospect.

A rest-room for farmers' wives is profitable in securing good will. Where a room of this sort is not practical, easy chairs set in some available corner of the store prove a good substitute. Make the farmer's family feel at home in your store. Cultivate the acquaintance of your trade so that there will be a cordial, friendly atmosphere around your place.

Polite and accommodating clerks are a big asset in securing new trade and in holding the old. From an investigation conducted by the manufacturers of a well-known brand of goods in the Middle West, it was found that 86 out of a total of 198 people gave as their reason for switching from store to store, the indifference, over-insistence, insolence and ignorance concerning goods of salespeople with whom they had to deal. The subject is worthy of serious thought by every dealer employing one or more clerks.

Now, these are only a few of the many things that you can do in successfully meeting local competition. The old price-cutting method of trying to win trade as a last resort has been tossed to the discards long ago as suicidal.

The unfortunates who follow that practice find that the farmer soon becomes "hep" to the local situation when a price-cutting war is

Johns-Manville SPEEDOMETER

*for FORD
Cars*

Price
\$ 12 00

In a few minutes' time this
accurate Speedometer—

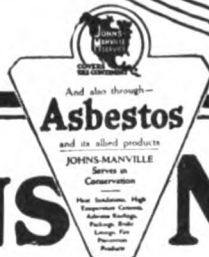
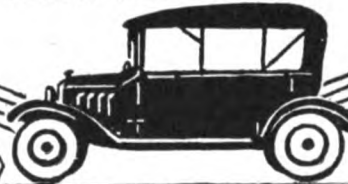
can be attached to a Ford. Your customers do the work themselves. They drive off with the instrument board and attach it at home with a screwdriver and a wrench. No trouble on your part. For the closed body Ford there is a special "Sedan Model" Speedometer.

The Johns-Manville Speedometer is simple and rugged in construction. Mounted on an instrument board of selected maple, highly finished and sufficiently strong to permit mounting of clock or other instruments. The Adjustable End Brackets make possible a snug, solid fit.

The Johns-Manville sales policy assures both jobber and dealer real trade protection. Ask for details.

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories—Branches in 63 Large Cities



JOHNS-MANVILLE

AUTOMOTIVE EQUIPMENT

on and travels back and forth in quest of bargains. Usually one and often both of two competitors go to the wall after a few short innings of price cutting—and there is more work for the sheriff as master of ceremonies. Meet your local competition fairly and squarely by the two most effective weapons—quality and service. You can't beat that combination.

Price forms the basis for the buy-out-of-town argument. So far as first cost of the goods is concerned, out-of-town or catalog concerns will probably always quote a lower price than the local dealer because they are handling a cheaper grade of goods—and in addition do not give "dealer-service."

Don't forget that quality justifies and is an important factor in regulating the price—always. In addition to better implements, you are giving, or should give, your farmers a service which is paid for by the net profit you receive from the sale of your goods. That net profit should be established by you after carefully estimating the cost of doing business, proper consideration being given to the value of your service.

Mark you, the time is coming when the farmer will welcome paying a profit to the dealer proportionate to the service he gives.

Advertise Your Service

You can hasten that happy time in your locality by advertising your service consistently and in an effective manner. Tell the farmer why it pays him to trade at home. Tell the dealer-side of the story in an interesting way and do not antagonize the farmer.

Why shouldn't you speak right up in meeting, Mr. Dealer, and show your farmers that there's another angle to this trade-at-home argument that they have possibly overlooked while reading seductive, sugar-coated literature from mail-order institutions?

Whether or not you are bothered with competition, either local or out-of-town, don't neglect the service end of your business. It is becoming more and more important as time goes on. Lack of good service has put many a promising business to the "bow-wows." On the other hand, many a thriving institution owes its success to efficient service. The discovery of the moral doesn't quite require the services of a man with a microscopical vision.

A gentleman traveling through Alabama was much interested in Uncle Ned. "So you were once a slave, eh?" said the gentleman.

"Yas, sah," said Uncle Ned.

"How thrilling!" said the gentleman. "And after the war you got your freedom, eh?"

"No, sah," said Ned, gloomily. "I didn't git mah freedom, sah. After de war I done got married!"

The best way to put a thing across is by hard work.

THE BLISS OF IGNORANCE

Some ancient epigrammist penned the lines, "Where ignorance is bliss, 'twere folly to be wise."

However, we have seldom seen a case where ignorance was permitted to remain blissful for a very long period.

The hidden germ soon manifests its presence in unwelcome disease.

The slumbering volcano bursts forth and devastates a city.

Brooding discontent flames forth into bloody revolution.

The force of gravity does not cease operating to accommodate the hidden flaw in the bridge.

The open switch hurls the unsuspecting passengers to sudden, terrible death.

But why multiply extreme cases? They are obvious. What is true in major instances holds no less in other times and places where life and limb are not directly hazarded.

The little leak will empty the tank. Petty losses multiplied will accumulate into bankruptcy. The neglected garden will be smothered with weeds. The rotted apple will destroy the whole bushel.

An ounce of prevention, a small measure of precaution, a habit of circumspection, a wise taking of counsel may break the spell of temporary bliss, but it insures permanent satisfaction. For want of a horseshoe nail the rider was lost.

WHAT IS "TURNOVER"?

"Turnover" is a word constantly being hurled at all merchants. It's been the test of many a business paper article and editorial.

Now just what is meant by "turnover," anyhow?

Answer: Every time an article is sold at a profit, the capital invested in that particular article is turned once. That may be once a day, once a month, or once a year.

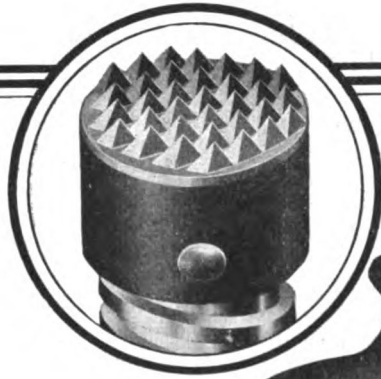
Some lines will move faster than others: for instance, the grocers' investment in sugar might turn 25 or even 50 times a year—while his money invested in fancy imported sardines is turning only four or five times.

PAT'S ANSWER.

The pastor was worried that his sermons did not interest his congregation, and meeting Pat on the street, he said:

"Tell me, Pat; why is it they all go to sleep every time I preach? Don't I put enough fire into my sermons?"

"Well, your rivrence," said Pat, struggling between deference for the cloth and his desire to tell the truth, "I don't think it's because you don't put enough fire into your sermons—I think—well—ye don't put enough of your sermons in the fire."



Jack your car on ball bearings

A FEW easy turns on the long handle and your car is raised. To lower it, merely reverse the turns and pull the jack out by the handle.

You perform every operation without once getting under the car.

The diamond point hardened steel top with bull-dog grip bites the axle and holds it firm. There is no danger of slipping. You can avoid having the tire rim fall on a deflated tire.

Kimball Jacks sell fast because every time you use this jack you give a demonstration. Motorists everywhere want the Kimball because it is reliable and easy to use. Stock it and sell more jacks.

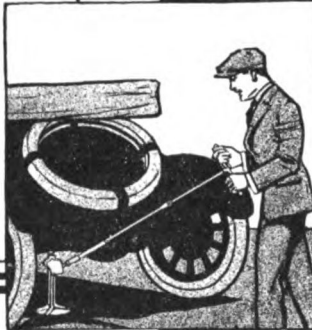
PRICES

Size	Minimum Height	Extended Height	Price
No. 1	9 in.	15 in.	\$7.50
No. 3	11 in.	18 in.	7.50
No. 4	12 in.	20 in.	7.50

Kimball Special Truck Jack that easily raises any style truck sells for \$17.00

SALES DEPARTMENT

EDWARD A. CASSIDY CO., Inc.
Madison Avenue at 40th Street, New York
Manufacturers, F. W. Mann Co., Milford, Mass.



Every operation of raising and lowering without even stooping. You can avoid dirt and grease, eliminate all chance of ruining clothing and injuring hands.

KIMBALL AUTO BALL BEARING JACK

GOOD WILL OF EMPLOYEES AS NECESSARY AS THAT OF CUSTOMERS

"Ill will never said well."

People who never do anything, who are merely passive, have no occasion to make enemies; nevertheless, the man who is in business and who is dependent upon the public for his patronage, should be careful not to make enemies unnecessarily.

No one of character wants or is willing to sacrifice principles for favor. But a man who stands up for right principles, is not likely to make enemies. He may have opponents, but even they respect him.

The good will of one's business associates is a very important factor in big business, and consequently in building up financial success. Someone has said with great truth that "the good will of your working force is just as valuable to you as the good will of the customers to whom you sell your goods."

Two retail business located within a block of each other on the same side of a street in a prosperous city, exemplify this thoroughly. In one store, there is a force of clerks always pleasant and loyal to their employer and his interests. He has won their good will by fair dealing and kindly consideration. They take a pride in the business and its success. The proprietor started with nothing. Today he has built up a comfortable fortune and that, too, in only a few years.

The other man has made a hobby of details and system. It is necessary to keep track of details and to observe businesslike methods in order to maintain a systematic and efficient organization. Just the same, this proprietor has never had the faculty of getting the good will of his employees. All too often he has used a cheese-paring policy in regard to time, wages and small adjustments. Many times his employees will speak to him and receive no reply. This rouses resentment. Sometimes he is exceedingly kind and indulgent, and other times just the opposite.

Where he should have the good will of his

employees, he has the ill will, and the result is that details are neglected and he finds it necessary to keep an eye on everything lest something be put over on him. His system and efficiency organization are a mere empty shell. The ill will of his employees is more than erasing the profits of his investment, his concentration and his efforts.

A single employe who bears an ill will to the firm is like a rotten apple in a basket—it soon contaminates the rest. Not only is it pleasanter and more profitable to work with those who feel hearty good will for us, but it is healthier as well. Inevitably we get the mental reactions of ill will and dislike, and that in turn poisons the mind and the system of the object of that ill will.

Many an employer thinks that capital and public patronage are all that are necessary, but the wise man knows that the trinity of success has for its third side the good will of his business associates.

HAD 'EM ALL

"What kind of breakfast food have you?" the dyspeptic traveling salesman asked the rural New England waitress.

"We've got all the reg'lar kinds," said she. "ham an' eggs, fried steak, fried bacon, griddle cakes, doughnuts an' apple pie. What'll it be?"

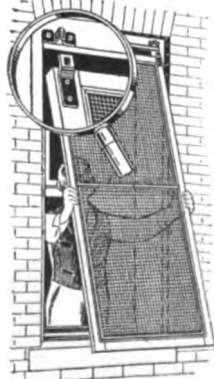
EFFICIENCY

It ain't a senseless hoardin'
Nor stinting of our need,
But efficiency in spendin'
That should become our creed.
It ain't some money set aside
On impulse once awhile,
But steady savin' day by day
That builds the solid pile.

C. B. Brown Hardware Co., Winnemucca, Nevada, reports a splendid business outlook and an increased activity for 1919.

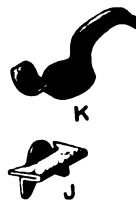
Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners



Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



No. 30 Fastener



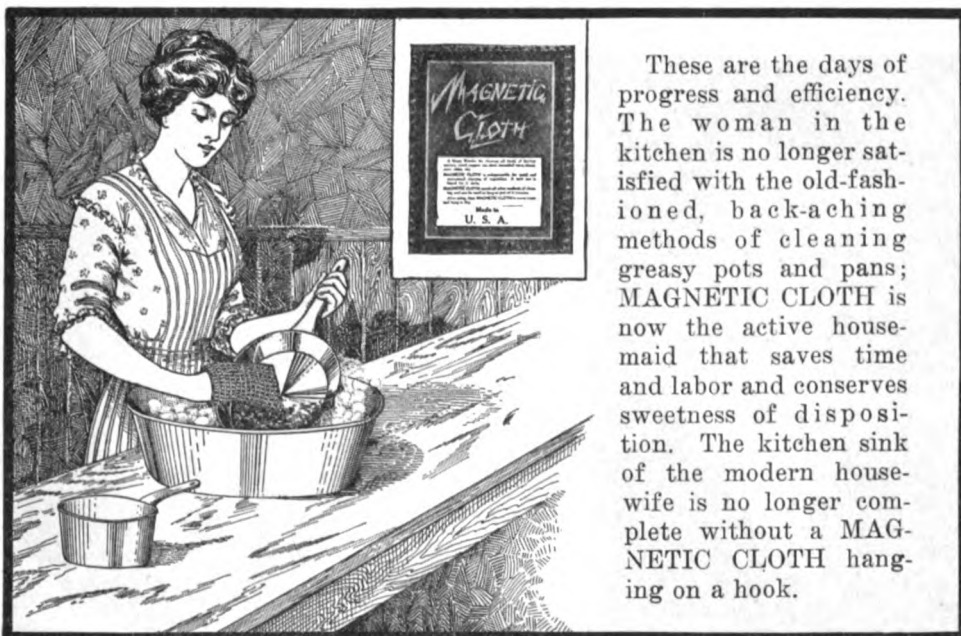
No. 114 Hanger

PHENIX MFG. CO., 038 Centor St., Milwaukee, Wis.

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

REMARKABLE GROWTH OF A MONTANA INSTITUTION

Nothing comes by chance or accident in this world, and particularly is this true in business enterprises.

There must always be some underlying cause, some principle, some force, some men who are responsible for the success of an institution, especially one that has had such a phenomenal growth and development as the Davis Racine Rubber Co., of Great Falls, Montana.

Starting with a single agency on June 1, 1918, in less than one year they have developed to a point where they have approximately 130 agencies, and where the dealers of Montana are now thoroughly familiar with the activities of this enterprising institution, the officers of which are I. J. Davis, president; M. L. Davis, secretary

Associated with him is J. H. Abrams, so well and favorably known to the trade throughout the Pacific Northwest, where he formerly represented the Winona Wagon Co. and later the Mitchell Wagon Co.

It would be hard to find a better team than Messrs. Davis and Abrams, one supplementing the work of the other. Knowing the high character and standing of these men, their success is not to be wondered at.

As sales manager for the institution, Mr. Abrams brought to bear a knowledge and experience, and an acquaintance with the trade that has stood them well in hand.

The retail distributors for the Davis Racine Rubber Co., Great Falls, is the recently organized Abrams Tire Co., composed of the two sons of J. H. Abrams, both of whom were in the



I. J. DAVIS
President of the Davis-Racine Rubber Company.



J. H. ABRAMS
Sales Manager Davis-Racine Rubber Company.

No institution has had greater success than this enterprising Montana company. It is an illustration of the old statement that "the institution is but the lengthened shadow of its founders." That being the case, its success is very easily understood.

and treasurer; H. F. Lee, vice-president, and J. H. Abrams, sales manager.

Mr. Davis, president of the company, was formerly engaged in business in Colfax, Wash., and is well known to the trade in that section of the country.

For three years he traveled for the Mitchell Wagon Co., up to the time when the Mitchell Wagon Co. liquidated. In fact, he traveled for them during the period of liquidation, attending to their collections all over the United States.

He then organized the Davis-Racine Rubber Co. for the state of Montana, with headquarters at Great Falls, which has had such a wonderful growth.

service, one of whom is still in France, but who will be associated with his brother as soon as he returns.

Montana has many enterprising and successful institutions, none of which she has more reason to feel justly proud than that of the Davis Racine Rubber Co.

"Extravagance rots character; train youth away from it. On the other hand, the habit of saving money, while it stiffens the will, also brightens the energies. If you would be sure that you are beginning right, begin to save."—(Theodore Roosevelt.) Buy W. S. S.

They say "NO!" to FRICTION

AUTOMOBILE and truck owners are rapidly waking up to the fact that it doesn't pay to buy lubricants indiscriminately.

Excessive carbon, scored cylinder walls, badly worn bearings and "chewed" gears result from the use of "just oil" or "just grease."

The oils and greases made by the Swan & Finch Company are high grade lubricants based on scientific formulas. That is why they do their work right—why they say "NO!" to Friction—why they represent a real money-saving investment for the car owner.

S. & F. Automobile Lubricants open up to the Hardware Dealer a field that is rich in sales—every day swells the list of discriminating lubricant buyers.

Motul

The scientific lubricant for automobile engines. Maintains a constant film between piston and cylinder. Withstands highest temperature of the combustion chamber.

Gearrese

A transmission and differential lubricant that follows the gears without hardening or tracking. Not affected by extremes of heat or cold.

Get hooked up with our Sales Plan without delay. Write for details

DISTRIBUTORS OF S. & F. LUBRICANTS

Kimball-Upson Company.....	Sacramento, Cal.
W. E. & W. H. Jackson.....	San Francisco, Cal.
East St. Louis Gasoline Co.....	East St. Louis, Ill.
National Electric & Auto Supply Co.....	Peoria, Ill.
W. J. Holliday & Co.....	Indianapolis, Ind.
Roehm & Davison.....	Detroit, Mich.
Kelley-How-Thomson Co.....	Duluth, Minn.
Richards & Conover Hardware Co.....	Kansas City, Mo.
Flanigan Warehouse Co.....	Reno, Nev.
George W. Ward & Co.....	Cincinnati, Ohio
Chanslor & Lyon.....	Portland, Ore.
The Fisk Co. of Texas.....	Dallas, Houston, San Antonio, Texas
Motor Mercantile Co.....	Salt Lake City, Utah

NORMAN COWAN, Pacific Coast Rep., San Francisco, Cal.

SWAN AND FINCH
COMPANY
NEW YORK

Quality Lubricants Since 1853

Chicago Philadelphia Hartford Providence

SCIENTIFIC LUBRICANTS for SCIENTIFIC LUBRICATION

USEFUL HOUSEHOLD CEMENT

There is no fundamental difference between a rut and a grave. A grave is deeper and harder to get out of, that's all. In this age of intensive scientific research it is unnecessary for one to get into a rut. By means of a little observation of what's going on about us one is able to widen ruts, and walk into the great highway.

We hear a lot of talk about what grandmother did: "What she did is good enough for me."

In all parts of the country, especially in moist warm sections and near water, it has been found impossible to keep the ivory coverings from coming off the keys of the piano, because the cement which is used to hold them on is not sufficiently water-proof to resist the dampness.

Grandmother was content because she had stepped into the rut of thinking nothing could be done to prevent this loosening of the keys.

But a resourceful chemist has developed a cement that will absolutely resist the moisture in the air and in the future it will not be necessary that our moments musical should be disturbed by the dropping off of one or more keys.

This household cement, as it is known, is a solution of guncotton which is modified to meet the requirements of a cement for general household use. It has utmost tensile strength, and is also water-proof; properties that distinguish it from other cements. It is exceptionally useful in repairing bric-a-brac, china, picture frames and many household articles. Many valued pieces of furniture and bric-a-brac are made as good as new by the use of this cement which is easily applied, mends perfectly and holds the pieces together permanently.

It is a product of the Du Pont Powder Co. which is butting in on many of Germany's pet pre-war products. For strange as it may seem, the same ingredients that are essential in the manufacture of deadly explosives are employed in the making of many of the most useful household utilities.

The business man who, in order to clinch a sale, is foolish enough to make hasty promises which he is not sure of being able to fulfill is undermining the confidence of his patrons and some day he will awaken to the fact that his business good-will is negligible, his credit is poor and that few can be found who look upon his word as, as good as his bond. Better far to be frank and qualify a promise, if need be, and phone or write a customer if, for any reason, disappointment is necessary. We have traveled a long way in this old world's history to learn that the only smart thing is the right thing.

SERVICE

It is as large as the Universe, as old as the World, and as deathless as Time.

It is the chief requisite of civil, social and business life.

All of us, every human being, every animate and many inanimate things both render and receive service; and according to the sort and size of service that we give are we judged and tabulated.

Service! why every rain drop, every blade of grass, every flower and shrub and tree, every brook, every river, lake and ocean serve. Every mother,—but I cannot go on, the subject is endless, and we are but atoms in comparison.

When service ceases humanity will cease. one cannot live without the other.—T. H. Kendall.

A SCHWAB STORY

Charles M. Schwab concluded an address in Milwaukee with the remark that he was going to stop because his wife always remonstrated with him for talking too long, and said:

"When I asked Mrs. Schwab to give me a slogan for the Baltimore dry docks, she suggested: 'Less talking and more calking.'

"To better illustrate my point I will tell you of an Irishman who had been discharged in one of the shipyards. The next day, as he reported for duty as usual, the foreman said: 'Pat, I thought I had discharged you.' 'You did, your honor,' replied Pat, 'but don't you do it again, because my wife gave me h—l for it.'

"You can draw your own conclusions."

PACIFIC NORTHWEST MERCHANTS TO MEET IN SEATTLE

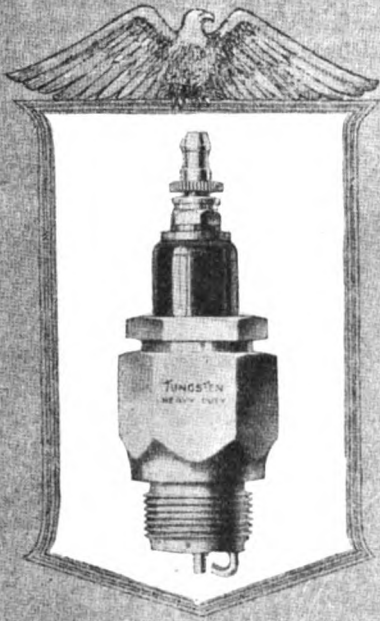
The semi-annual convention of the Pacific Northwest Hardware & Implement Association will be held at Seattle, Washington, May 14 and 15.

Secretary Lucas and the local officials are planning a most interesting and helpful convention and dealers in western Washington are expected to be present in full numbers.

As usual the jobbers will make every arrangement and facility for assuring a pleasant time, and merchants will find it well worth their while attending this convention.

Two conventions are held by the Pacific Northwest Association, one in the Summer in Seattle, and the annual convention in January in Spokane.

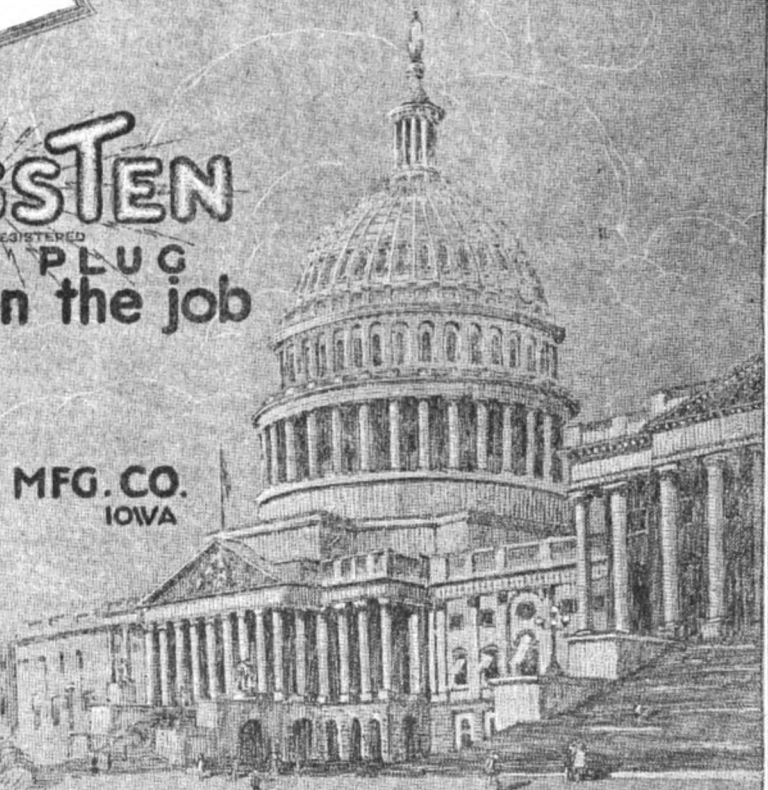
The Riverside Hardware Co., Riverside, Cal., have recently made improvements in their store, which adds very much to the appearance, and gives them facilities for carrying an increased stock. They are one of the most enterprising institutions in the West and carry a full line of everything pertaining to hardware, house furnishing, including electrical goods, toys, etc. This store is of most compact character under its present arrangement, having three floors and an additional basement for the storage of surplus stock. They report a most optimistic outlook. They are at present conducting a campaign of Own a Home, which is under way in all sections of the country, which enterprising hardware merchants are doing their best to facilitate.



Strength

TUNGSTEN
TRADE MARK REGISTERED
SPARK PLUG
Always on the job

TUNGSTEN MFG. CO.
MARSHALLTOWN IOWA



AUTO BRAKE LAW IS PLANNED IN SEATTLE

Convinced by observation that fully half the motor accidents on the steep hills of Seattle are due to brakes becoming out of order, a plan to overcome this danger has been prepared by R. E. Warren, United States safety engineer for the North Pacific district. It is proposed to enact an ordinance requiring a brake examination once a month; no charge when brakes are found in good condition; owner of car to receive receipt showing date of inspection and also small windshield stamp indicating that the car's brakes have been inspected. In case a car does not pass inspection the owner would be charged \$2 and given five days to correct the brakes, first offense; second offense, \$5. For failure to have car inspected, first offense, \$10; second offense, \$25; third offense, internment of the car for 90 days, inspection to be made by authorized garages in different parts of the city.

STABILIZING PRICES FOR THE SEASON

An effort is to be made, we understand, by manufacturers of cement, steel, lumber and other building material to establish prices for the season, so they may be made effective for specified periods or seasons, and thus establish confidence in prices between buyers and sellers.

This, to a considerable extent, is a policy followed by the retail dry goods business, where prices are known to hold good for a specified time regardless of variations in the market from day to day, and from week to week.

Such a system, if followed by the hardware and building material trade, would doubtless do much toward stabilizing business, and be beneficial to everyone concerned.

OVER SIX MILLION MOTOR CARS NOW IN USE

According to the latest reports of motor vehicles in the United States, there are now over 6,000,000 motor cars and trucks in daily use—an increase of 23% of 1918 over 1917.

Merchants who have not yet taken up the sale of auto accessories, including tires, should realize the tremendous opportunity for business that is literally rolling past their doors.

Someone must supply these motorists with tires, lubricating oils, spark plugs, lenses and various equipment. The hardware merchant is in a most excellent position by reason of his central location, his selling organization, the opportunity for display and advertising, and the fact that he naturally handles the tools necessary.

New York leads in the total, registering with 462,389, which is to be expected by reason of her population.

Ohio is second with 415,000. California is third with 407,761, which represents the largest percentage of autos to population in any state in the Union.

This is, of course, largely accounted for by her wonderful system of roads extending the length and breadth of the state, 800 miles from north to south, and radiating in all directions.

Pennsylvania is fourth, 394,076. Illinois is fifth with 389,721, and then comes Iowa, Indiana, Michigan, Minnesota, Texas, etc.

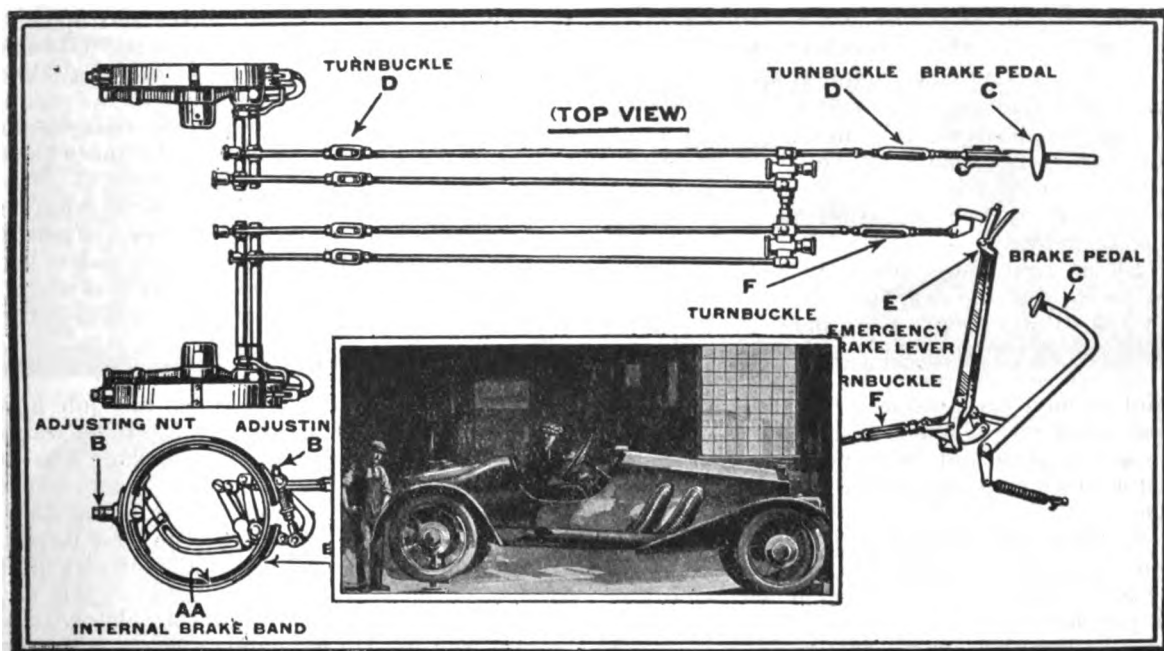
State	1917.	1918.	Pct. Inc.
Alabama	32,878	46,171	.40
Arizona	19,880	23,905	.25
Arkansas	28,862	41,458	.43
California	337,439	407,761	.21
Colorado	66,850	85,000	.27
Connecticut	74,672	84,840	.13
Delaware	11,658	12,955	.11
Florida	39,216	46,196	.18
Georgia	70,355	97,293	.38
Idaho	24,768	32,282	.30
Illinois	340,292	389,721	.14
Indiana	192,195	272,160	.41
Iowa	254,317	285,000	.12
Kansas	184,930	190,519	.03
Kentucky	47,416	65,825	.39
Louisiana	28,000	35,493	.27
Maine	41,459	44,572	.08
Maryland	42,528	77,583	.82
Massachusetts	174,374	190,554	.09
Michigan	206,200	226,693	.10
Minnesota	160,290	203,727	.27
Mississippi	11,636	11,792	.01
Missouri	151,038	189,305	.25
Montana	43,034	51,325	.16
Nebraska	148,101	175,000	.18
Nevada	6,203	8,160	.31
New Hampshire	22,267	24,917	.12
New Jersey	134,964	154,870	.15
New Mexico	14,086	17,793	.26
New York	408,764	462,389	.13
North Carolina	62,072	72,313	.16
North Dakota	62,994	71,690	.14
Ohio	342,630	415,000	.21
Oklahoma	92,000	122,000	.32
Oregon	48,628	63,324	.18
Pennsylvania	325,153	394,076	.21
Rhode Island	37,461	37,823	.00
South Carolina	40,174	60,937	.50
South Dakota	67,158	86,153	.28
Tennessee	47,000	65,000	.38
Texas	213,334	251,118	.18
Utah	21,576	26,208	.22
Vermont	20,367	22,653	.11
Virginia	55,661	72,228	.30
Washington	93,822	120,593	.28
W. Virginia	36,386	38,750	.06
Wisconsin	164,530	196,844	.19
Wyoming	12,001	16,200	.35
	5,061,614	6,088,169	.27

THE WHOLE FAMILY

The country man had been knocked down by an automobile. He had just picked himself up and started across the street once more when a motorcycle hit him.

"Huh!" he exclaimed, "I didn't know the blamed thing had a calf."

Some fellows are so sensitive that they get sore when opportunity knocks.



The above diagram is a part of the New Thermoid Brake Inspection Chart

Making brake inspection simple and easy

AS THE result of the Brake Inspection Movement last year, many thousands of motorists were induced to go to their dealers and have their brakes inspected at regular intervals. This year, because of the growth of the movement, there will be thousands of additional motorists having their brakes inspected.

When a motorist comes to you and asks you to inspect his brakes, you know how to do it, of course. But do you know the simplest and best way to test and inspect them?

We have prepared a new chart, carefully worked out by our engineers, and in consultation with practical garage men, that answers just the question your repair men may be asking.

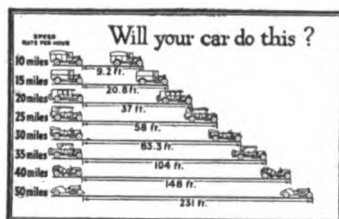
This chart contains a simple diagram and brief instructions for the quickest and most efficient method of inspecting brakes. The diagram of the brake mechanism shown in the above illustration appears on the chart. It will be welcomed by your employees and will assist them to save time.

Shows the structure of Thermoid Brake Lining

This chart also shows in detail the difference between Thermoid Brake Lining and ordinary woven brake lining. A microscopic photograph contrasts the close, compact texture of Thermoid with the loosely woven texture of ordinary lining. This close, compact texture is the reason why Thermoid has such an ideal gripping surface; it is the reason why Thermoid wears down slowly and evenly, while still retaining that same ideal gripping surface until worn to wafer thinness.

The Brake Inspection Chart is mounted on card-board and strung so that it can be hung on your wall. It will be valuable to your employees and interesting to your customers. Free to any garage man or dealer who sells brake lining. Send for your copy today.

Every foot of Thermoid is backed by our guarantee: Thermoid will make good — or WE WILL.



This chart shows the distances in which a car should stop, at any given speed, if the brakes are efficient

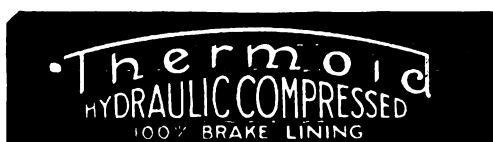
Thermoid Rubber Company

Factory and Main Offices
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Paris Turin

Canadian Distributors
The Canadian Fairbanks-Morse Company
Limited, Montreal

Branches in all principal Canadian cities



Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

MANUFACTURERS AND JOBBERS

(By E. B. Knowles, Thermoid Rubber Co.)

The importance of complete confidence between manufacturer and jobber cannot be too strongly emphasized. It is, in our opinion, vital. This confidence can best be established by constructive criticism, and very little can be accomplished by criticism that falls outside of this category.

In the first place, the manufacturer should see to it that the margin of profit, covering the items the jobber is handling for him, is not meager, but generous.

In the second place, he should make it a point to have his products reach the jobber in most attractive shape possible, so as to make the appearance and quality of the material a factor in helping the jobber to market a given item.

In the third place, it should be as much the concern of the manufacturer to fully inform the sales organization of the jobber regarding his product and to give that sales organization the support necessary to establish a given product for the jobber as it is for the manufacturer to secure the jobber's acceptance of his line.

These three points, in our judgment, form the basis for constructive work between the manufacturer and jobber, and offer a field that can be amplified to a larger point and form the scope for an enlargement of plans and the building of a successful business.

The manufacturer must recognize at all times the value accruing from the jobber who has, through long years of constructive business, established himself in a given community.

The manufacturer should not alone consider the margin of profit on his products, when outlining his plans for the jobber, but also should study his product from the angle of putting up the items to be offered in as attractive, marketable packages as possible. In fact, the manufacturer should always consider, in preparing his products for the market, the jobber's viewpoint as it relates to resale. It would be impossible for the manufacturer to meet the thought of every jobber regarding the packing of a given product. It is possible, however, for the manufacturer to use the same thought in preparing his product for the market that the jobber would use in making the items he markets attractive to his trade.

The relation between the manufacturer and jobber, as we stated in the beginning, must be one of confidence. Confidence is built up of mutual co-operation and fair dealing. It should be the purpose, therefore, of the manufacturer to co-operate with the jobber in every way that he can command and to analyze the jobber's situation just as thoroughly as possible, with the view of bringing to the jobber the products

of his plant in the most attractive and marketable shape possible. The study of the jobber's viewpoint in this connection is essential, and the more closely the jobber comes to the manufacturer and reveals the real essentials to the successful jobbing of products, the more completely the manufacturer can co-operate.

The viewpoint of the manufacturer and the viewpoint of the jobber are very different. These two viewpoints, however, can be, and should be, welded into homogeneous thought and purpose in order to secure the largest results.

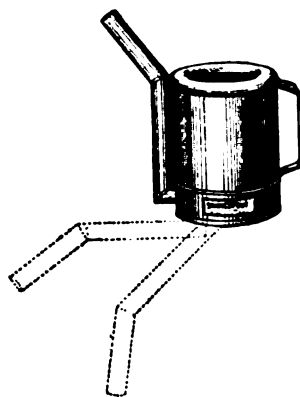
A NEW MAN ON THE JOB

When a new man comes on the job how much do you try to be his friend? If he wants to know a few things, do you look at him as though you were disgusted with his presence and say, "why don't you get the information?" or do you help him to get it. The first day on a new job is the most difficult of anyone's association with a company, and if you can say something that is cordial, cherry and helpful, say it. He is bound to carry with him for a long while the memory of his first day with us, and work is more easy for us all because of this cheerful co-operation and helpful spirit, especially during our first days with a new company.

Be a friend to the new man.

Keep a plentiful supply of advertising always on hand to insert in the parcels of your customers. This is the cheapest way known of getting circular or handbill advertising matter into the homes.

SWINGSPOUT OIL MEASURE



We are illustrating the Swingspout Oil Measure, which has proven popular wherever it has been introduced.

It does away with the funnel, expedites service and eliminates any danger of spilling oil. It is equipped with a patent top preventing the spilling of oil over sides of measure, improving its appearance and strengthening it materially.

It is the only measure on the market combining a measure and offset funnel.

The valve is made of brass, being a ground joint and is automatically operated, eliminating the possibility of getting out of order or leaking.

All measures are inspected and bear the state seal when sold, which is added guarantee to the purchaser.

This measure may be filled and the spout swung from position No. 1 to position No. 2 with no flow of oil into the spout.

The Maydwell Co., San Francisco, are the distributors, and will be glad to give full information to any of our readers upon request.

30	x	3	16	30
30	x	3 $\frac{1}{2}$	21	10
32	x	3 $\frac{1}{2}$	24	55
31	x	4	32	40
32	x	4	33	20
33	x	4	34	60
34	x	4	35	40

**"Diamonds" sell
at these
Moderate Prices**



Because Diamonds enjoy a reputation as big mileage tires and sell for less than most tires, the Diamond contract is a cherished possession in every community.

With the Diamond Squeegee Tread Tire behind your accessory department you can build up a clientele of motorists that will always be profitable.

For Diamonds are consistently piling up 5,000, 6,000, and 8,000 miles all over the country. Corporations are equipping their fleets of cars with them. Over 2,000,000 Diamonds are now on the roads of America.

In Diamonds we have made an article of superior merit that we can sell for a moderate price.

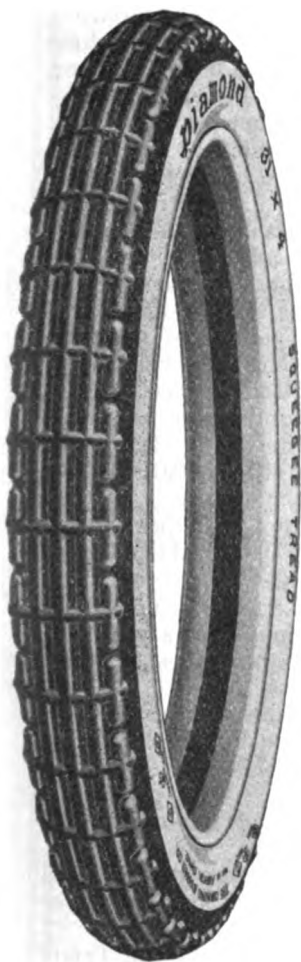
Ask your Hardware Jobber to make you a proposition on Diamond Tires.

THE DIAMOND RUBBER COMPANY

(Incorporated)

Factories, AKRON, OHIO

401 $\frac{1}{2}$ Mission Street, San Francisco, Calif.



Diamond

SQUEEGEE TREAD TIRES

TRADE ACCEPTANCE CATECHISM

Q. What is meant by the Trade Acceptance System?

A. The substitution of time drafts, drawn by the seller on the buyers of merchandise at the time of sale, for the present system of "open book accounts."

Q. What is a Trade Acceptance?

A. A draft with a certain maturity, drawn by a seller on a buyer, for a fixed or determinable sum of money, representing the purchase price of goods; payable to order and bearing across its face the unqualified and unconditional acceptance of the buyer.

Q. What is objectionable in the "open book account" system?

A. "Open book accounts" are not payable on any definite date; they are subject to unknown offsets and may be disputed; the buyer who is able to pay cash gets a disproportionate earning out of cash discounts; the buyer who must take time is placed at a tremendous disadvantage therefore, and whenever possible borrows at his bank on his own direct obligation to discount his bills. The banker studying the statement of the borrower for the purpose of extending credit regards the item of "accounts receivable" as subject to considerable depreciation, and largely for that reason, demands a substantial excess of quick assets over current liabilities. All of these circumstances work to the disadvantage of the buyer of merchandise.

Q. What are the disadvantages of the "single name" note in the hands of the banker?

A. First, all national banks and many state banks are strictly limited by law as to the amount of loans they may make to any one borrower—a limitation which does not apply to the discount of "two-name" paper representing a current business transaction, such as Trade Acceptances. The limitation in the case of single-name paper is required by prudent banking, but where there are obligations of many different buyers with the endorsement of the seller, such limitation is not essential or desirable.

Second, "single name" paper has been regarded heretofore as undesirable for rediscount, and lending banks have usually required the direct obligations of borrowing banks, which the latter were averse to give, since "bills payable" by banks have been for a long time looked upon by the public as elements of weakness; and so the lending powers of banks were necessarily limited by reason of the necessity of holding the notes of their borrowers until paid.

Q. What are the advantages of the Trade Acceptance in the hands of the banker?

A. The legitimate acceptance of the successful dealer, discounted by the seller at his bank, is the most "liquid" kind of paper obtainable, and in the event of any sudden with-

drawal of deposits or any unforeseen stringency, such paper in the hands of the banker is immediately available to meet such withdrawals or for additional loans.

Q. Why should a seller prefer a Trade Acceptance, instead of a note, from the buyer? Why should a buyer who can purchase an "open book account" on liberal terms, give an acceptance?

A. (1) The Trade Acceptance is, on its face, an instrument representing a particular sale of goods, and an absolute acknowledgment of the correctness of the seller's claim as well as a definite promise to pay on a day certain. If the acceptance bears the clause prescribed by the Federal Reserve Board. "The obligation of the acceptor hereof arises out of the purchase of goods from the drawer," it is prime commercial paper rediscountable at Federal Reserve Banks at a lower rate than other paper.

Therefore, every seller who has Trade Acceptances in his hands instead of open accounts on his books puts himself in position to be treated more liberally by his bank, and consequently is enabled to handle additional business, or if required, to "carry" a customer who is temporarily embarrassed, or to tide over a seasonable period of reduced volume of business. As Mr. Warburg, of the Federal Reserve Board, well says, such a man can "sell an asset instead of incurring a debt" for funds from his bank.

These advantages will inevitably be passed on to the buyer in the form of more satisfactory terms, lower prices, or better credit.

(2) The buyer who is not in a position to take cash discounts will be better able to compete with the cash buyer.

(3) The Trade Acceptance showing on its face that the obligation is made for a purchase of goods, the transaction establishes rather than reflects on, the acceptor's credit.

(4) By giving a negotiable evidence of indebtedness to the seller, the buyer shows his good faith; and by meeting his obligation, improves his credit.

(5) The fact that with every purchase he makes a definite promise to pay on a day certain, will train him to be a more careful and more intelligent buyer—which means better profits.

Q. What are the advantages of the Trade Acceptance System to business in general?

A. The general adoption of the system will inevitably mean less capital tied up for indeterminate periods, both on the books of the manufacturer and wholesaler and on the books of the bank. A large volume of working capital will thus be released for additional business requirements.

In short, the acceptance system is a plain and easy way to more business and better business for every business man, and a safeguard against those panics and times of stress which

HALLADAY

DIRECT SUSPENSION SHOCK ABSORBER CAPACITY

Here is the first Shock Absorber that has ever had the capacity to take the jolts and jars out of the light little Ford.

It absorbs the shocks and prevents the deflection of the leaf spring, and as a result the rebound is eliminated by the removal of the cause.

The HALLADAY spring is the famous "beehive" type—the longest lived and most resilient spring possible to make.

No frictional bearings to interfere with the spring action. No light breakable parts.

Sold strictly upon its merits and positively guaranteed to give satisfaction.

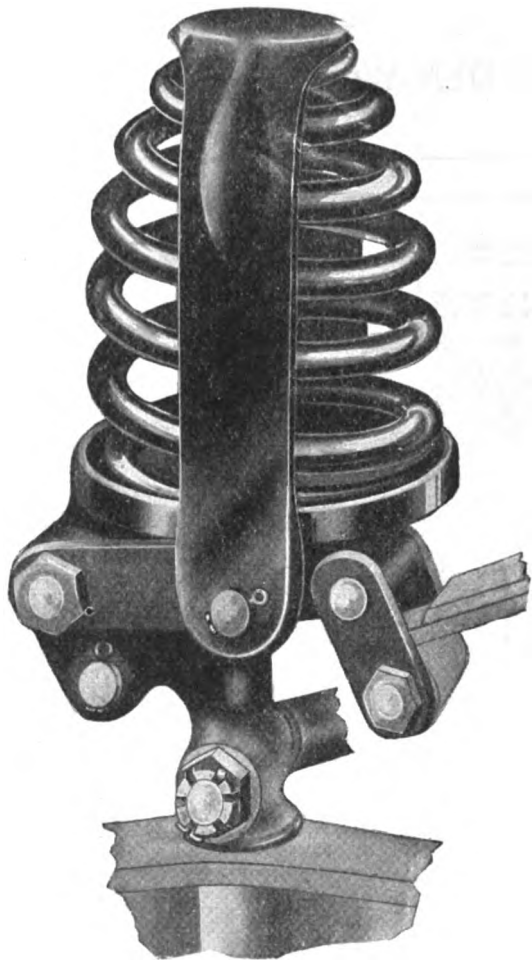
Write for descriptive circular.

**L. P. HALLADAY
COMPANY**

Manufacturers of

**Bumpers, Shock Absorbers and
Automobile Accessories**

560-570 Monroe St., Streator, Ill.





FOR EVERY MOTOR NECESSITY

SEND FOR CATALOG NO. 250

WALDEN-WORCESTER, Inc.
Worcester, Mass.



Your Customers

will be glad to know about
how they can get better
lubrication at no increased
cost. Tell them about

DIXON'S Ticonderoga FLAKE GRAPHITE

and how it protects cylinder walls from
wear by covering them with a smooth,
durable veneer of graphite that prevents
metal-to-metal contact.

*Write for Booklet No. 230-C telling
more about this lubricant*

Made in JERSEY CITY, N. J., by the

Joseph Dixon Crucible Company
Established 1827

have been produced in the past so frequently because of lack of self-liquidating credits, thereby crippling and curtailing legitimate business.

Q. Why is the Trade Acceptance system not already generally adopted?

A. The "open book account" system has grown up in America largely through the forces of competition, each manufacturer or wholesaler vying with his competitors in extending easy terms to his customers. No other commercially important country conducts its business by any such unsound method; but the fact that the open book account is so thoroughly established in the United States presents the greatest obstacle, reluctance to change, which always works against any betterment of existing methods.

Q. Is the Trade Acceptance system growing in favor?

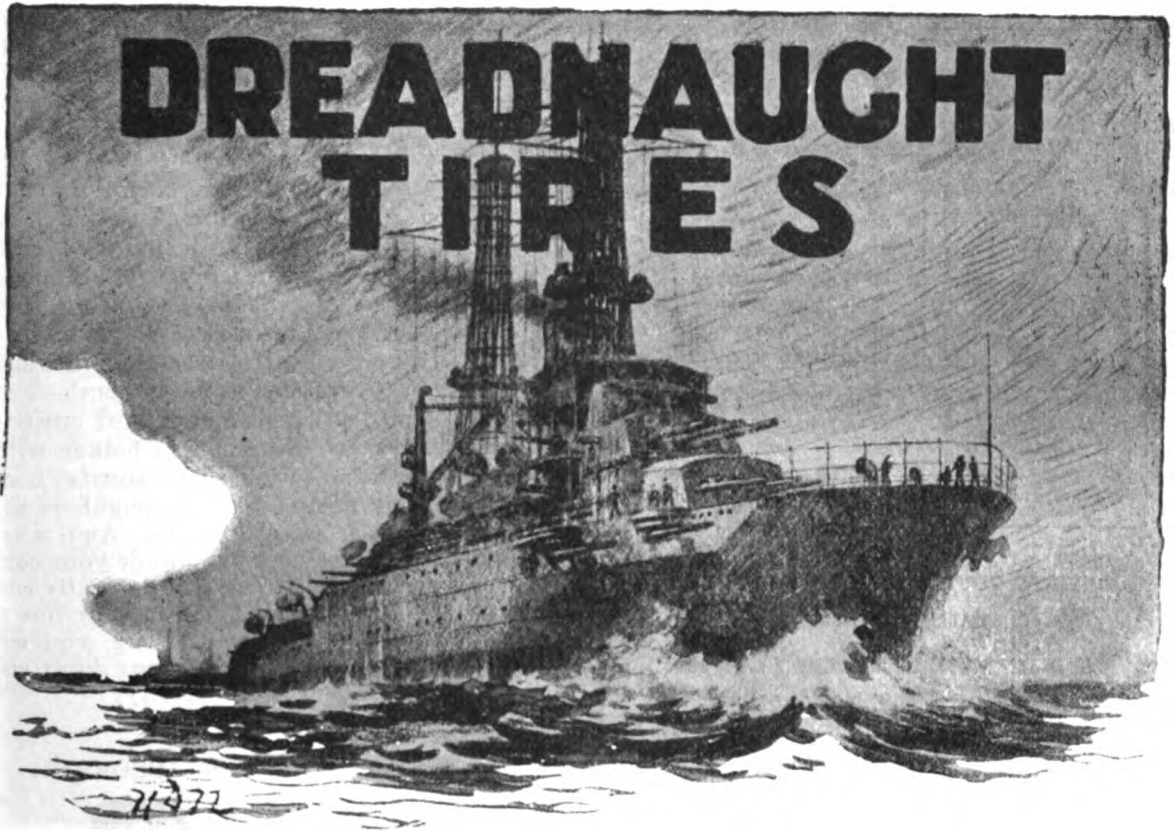
A. Yes; leaders in the financial and business world are voicing their approval of the system and interest in it; many have begun to use it, and its general adoption is only a matter of education and time. Business men who apply the system in their dealings now, will not only greatly improve their own business, but will perform a useful service for the benefit of credit and banking conditions of the nation.

As evidence of the attitude of leaders in the field of sound credits, note the following resolution:

"Resolved, That the occasion of its twenty-first annual convention be taken again to place the National Association of Credit Men clearly and emphatically on record as favoring the steady and rapid substitution of the so-called "Trade Acceptance" for the open account and to commit the association to earnest efforts to prevail upon the members, each to do his part in assisting the Federal Reserve Banks in building up this class of paper which meets so precisely the specifications of the Reserve Act for rediscountable credit instruments, and which, at the same time, puts commercial obligations in a form definite as to date of payment, not subject to deduction in amount and unquestionably negotiable."

WHAT CONSTITUTES SUCCESS.

He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has looked for the best in others and given the best he had; whose life was an inspiration; whose memory is a benediction.



"FULL SPEED AHEAD"

With propellers churning the foam, the giant Dreadnaught Battleships obey the signal "Full Speed Ahead"—fearlessly sweeping onward, confident in their own stamina and endurance.

Motorists may enjoy equal assurance in making "full speed ahead" when their cars are equipped with the massive, impregnable DREADNAUGHT TIRES.

Made in two distinguished dark grey treads with ivory tinted side walls—the DREADNAUGHT REINFORCED VACUUM and the DREADNAUGHT RIBBED.

Prospective DREADNAUGHT DEALERS should "get aboard" as DREADNAUGHT TIRES, backed by efficient national and local advertising, will speed forward this year.

**THE
DREADNAUGHT TIRE & RUBBER CO.
BALTIMORE, MARYLAND**

Pacific Coast Distributors:

ARNOTT & CO., Inc.
112 S. Los Angeles St., Los Angeles, Cal.
THE AUTOMOTIVE SUPPLY CO.
1558 Broadway, Denver, Col.
THE P. J. CRONIN CO.
129 First Street, Portland, Oregon
STREVELL-PATERSON HARDWARE CO., Salt Lake City, Utah

DREADNAUGHT TIRE AGENCY
1200 East Pike Street, Seattle, Wash.
DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas St., San Francisco, Cal.
WARE BROTHERS
123 Howard Street, Spokane, Wash.



*"Built to Conquer"
Lehousse, Jr.*

GUARANTEED 5000 MILES



Service —

that is what the user requires of a ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

**THAT IS WHAT YOU
GET FROM THE**

Red Seal Dry Battery

**"THE GUARANTEE PROTECTS YOU"
AGAINST YOUR NOT GETTING SERVICE**

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco

Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Metal and Cydrene Oils,
Gearcase and Cupcase
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Fafnir Bearings
Smith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Breeder" Vulcaniser
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Start-
ing and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake
Shoes
Raybestos, Non-burn and
Thermoid Brake Linings
Chase Auto Top and Up-
holstery Materials
"Rie-Mie" Winter Fluid
Vulcaniser Tools, Sup-
plies and Equipment

And a Complete Line of Mechanics' Tools and Garage
Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

MAKE PROSPERITY!

Every time a little fog gathers about general conditions, the mediocre business man sits down to wonder and wait. He is like the man who stops walking because he cannot see the road a full two miles ahead.

The successful business man, facing a doubtful situation in general conditions, sees in it all the more reason to hustle. He pushes all the harder for business and, usually, gets all he can handle—and more—while his hesitating competitors are deploring the slowness of things.

A doubtful period is the wrong one in which to hesitate. When in doubt, boost—push—hustle! Dig up all those odds and ends of business you once considered too small to bother with. Keep up your stock as well as your spirits. Look prosperous, and pretty soon your neighbors will begin to think you are prosperous. And, when they see that you are kept busy while your competitors are stagnating, they will naturally conclude that you are the best man in your line to do business with—and, before long, you will really be prosperous! If conditions don't suit you, change them! Make prosperity!

AN EFFICIENT SHOCK ABSORBER

Attention is directed to the announcement of a real shock absorber for Ford cars, made by the L. P. Halladay Co., Streator, Illinois, whose success in this line is most notable.

This shock absorber is the only one that has the capacity of taking the jolts and jars out of the light little Ford, and they sell at only \$15 for a set of four.

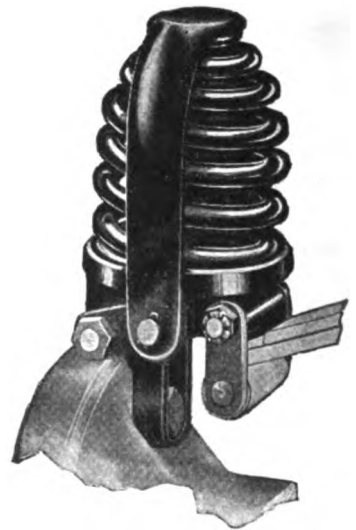
The springs of the Halladay Shock Absorber are larger than any others used for a similar purpose, and are of ample capacity to absorb all jolts and jars.

Put in plain figures, if the axle of a Ford can be raised or the body suddenly dropped three inches, the most of such a movement that any other shock absorber will take up is less than one inch with a deflection of the leaf spring of two inches, a recoil of practically four inches resulting therefrom.

It is claimed for the Halladay that it will absorb over two and one-half inches of the movement, leaving only a small amount of spring displacement from which the recoil is too slight to be noticed.

The L. P. Halladay Co., or any of their representatives, will be glad to give full information to any of our readers upon request.

The Halladay line of absorbers, bumpers, etc., are favorably known to the trade throughout the entire country.



REVERE TIRES

Ye Smithy

34X4 REVERE CORD

'Revere Cord'

'Granite Tread'

'R Tread'

'Plain Tread'

IN THE days of Revere, the smithy was the local replacement point. To the traveler, it meant a bright spot between journeys, refreshments, repairs, and relief out of dusty and crowded quarters.

Modern replacements along the road, are equally as popular and the service rendered reaches its maximum of satisfaction when your customer's car is re-tired from the well-known REVERE line.

==

REVERE RUBBER CO.
1790 Broadway, New York

REVERE DISTRIBUTORS

Alting Rubber Co., The, Hartford, Conn.
 Alling Rubber Co., Albany, N. Y.
 Ames Supply Co., Wilmington, N. C.
 Bluefield Hdw. Co., Bluefield, W. Va.
 Branson Co., The W., Cleveland, O.
 Branson & Townsend Co., New Haven, Conn.
 Brown-Camp Hdw. Co., Des Moines, Ia.
 Detroit Rubber Products, Inc., Detroit, Mich.
 Edwards-Hawkins Hdw. Co., Huntington, W. Va.

Electric Appliances Co., Chicago, Ill.
 Holliday & Co., W. J., Indianapolis, Ind.
 Hub Cycle Co., Boston, Mass.
 Interstate Hdw. & Supply Co., Bristol, Tenn.
 Kruse & Bohlmann Hdw. Co., Cincinnati, O.
 Legum-Griggs Hdw. Co., Pittsburgh, Pa.
 Miller & Son Co., Chas., Union, N. Y.
 Moore-Hendley Hdw. Co., Birmingham, Ala.

Mosman-Yarnall Co., Fort Wayne, Ind.
 Odell Hdw. Co., Greensboro, N. C.
 Plant Rubber Co., Minneapolis, Minn.
 Pristaff Hdw. Co., Milwaukee, Wis.
 Sells Co., J. H. & P. A., Columbus, O.
 Richmond-Tilman Hdw. Co., Valdosta, Ga.
 Tennant Supply Co., E. C., Augusta, Ga.
 Walte Auto Supply Co., Providence, R. I.
 Worthington Hdw. Co., Staunton, Va.
 Watkins Cottrell Co., Richmond, Va.

Trade Mark Reg. U. S. Pat. Off.

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

TRANSMISSION LINING

The sure money maker for live dealers—

Not alone because it is the best of cotton linings;

Not alone because it gives longer service;

Not alone because it is absolutely chatterless;

Not alone because it is slip-proof, oil-proof and water-proof;

But also because our

Handy Set for Fords

including the three proper lengths for Ford transmission bands and all rivets required, is now put up in a display carton that makes selling easy. As readily sold as a package of tacks and a lot more profitable.

Get our quantity prices—
on our special selling carton

STAYBESTOS MFG. CO.

The "Modern" Factory,
equipped to make all
types of brake lining
and all widths up
to six inches.
5547 Lena St.,
Philadelphia,
Pa.

\$1.25

COMPLETE



THE VICE OF VAGUENESS

Politicians and Others Who Fail to Specify Just
What It Is They Want

To practical people there is nothing more irritating than the person who wants something, but who does not know just what he wants. An impossible request can be politely but firmly refused and the subject dismissed from our minds, but when we are confronted with a seemingly reasonable demand which on examination we find to be vague and nebulous, we are mentally distressed, says the Chronicle.

There is an old saying to the effect that any man who knows exactly what he wants, and wants it badly enough, can get it if he will make the necessary sacrifices, but who is to help the one who cannot put his purposes before us clearly and distinctly?

There have always been, and probably always will be, those vague dreamers who would remold the sorry world a little nearer to their hearts' desire without knowing just what it is their hearts desire. When they happen to be poets, they can be exceedingly interesting despite and perhaps because of their vagueness, but when they come before us as professedly practical men and women we have a right to demand that they be explicit.

Except in cases of diplomacy, when language is more often used to conceal than to reveal thought, vagueness of expression is invariably the result of vagueness of thought. When men think clearly they can express themselves clearly, and for all practical purposes we may accept the theory that the clarity of a man's language is the measure of the clarity of his thought.

In times like these it is natural that there should be a prevalence of vague desires. We all want to see a better world, and most of us have some theory for its betterment, but until we have our thoughts in something like logical order it is preferable that we keep them to ourselves.

Phrases Only Satisfy the Unthinking

Much of the vice of loose thinking is due to the habit of trifling with fine-sounding phrases. Phrase food is very satisfying to the unthinking, for whom, as a matter of fact, most phrases are devised, but to hard-headed men and women the most strikingly picturesque language is valueless unless it will bear analysis and reveal a practical basis for action.

There would be less heat and more light if those who seek to lead us would only subject their utterances to a closer scrutiny, the purpose of which should be to leave nothing in doubt. It may have been all very well to have had a despotism tempered with epigrams, but clear speech is the essence of democracy. If the people are to follow their leaders in action they must be able to follow them in thought. The subtle refinements of language may serve

the purposes of diplomats, but a democracy demands and is entitled to receive the plain prose of what is in the minds of those who address it.

It is quite possible that the founders of the society to be known as the American Legion are perfectly clear as to their intents and purposes, and it is more than probable that those purposes are highly patriotic, but from the summary of the program cabled from Paris not even a Philadelphia lawyer can make out any clear meaning. "The Monroe doctrine of decency" sounds well, but what does it mean?

THE BUYER DICTATES NOW

The war is over—a hackneyed statement, to be sure, but the most important fact in the world for the merchant to bear in mind right now. And the merchant who realizes fully just what it means will lose no time in getting his service back to pre-war conditions, says the Griddle.

The market now belongs to the buyer. No longer will the old attitude of "take it or leave it" be accepted by the customer. He must have what he wants, and unless he gets it from you he will go somewhere else for it.

We must remember that the public has suffered many inconveniences on account of war conditions. What may seem to have been satisfaction was only silence because of patriotic spirit. This tolerant attitude is now going to change to a very pronounced displeasure, since the customer knows that the merchant can secure a complete line of goods.

Poor service, depleted stocks, questionable values and an indifferent attitude will not go now. The public must be catered to, and it is a wise merchant who is ready for the customers now with the right goods at the right prices.

TO GET MOST FOR YOUR WAGES

You work not for money but for what your wages will buy.

The more you make your wages buy, the more you actually gain from your work.

Therefore, spend wisely—think before you spend—you'll get more for your wages and have more money left for future wise spending.

Wise spending attends to present needs but looks ahead to future needs.

The wise spender gets full value everytime for every dollar spent for goods, comfort, service, recreation, advancement.

He or she spends for efficiency and then stops—save the balance for later spending.

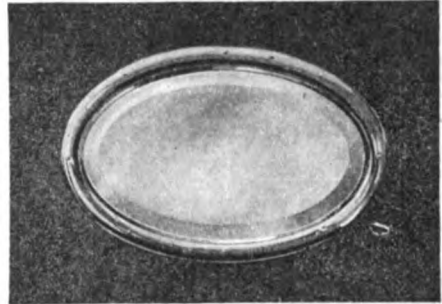
Fun, rest, recreation, amusements, vacations, are important elements of efficiency, but the wise spender gets most fun out of his dollars—out of his time.

Thrift Stamps and War Savings Stamps help to hold foolish money for later wise spending.

Mr. Hardware Dealer:

Your Automobile Accessory stock is not complete without these lights; thousands of automobiles are now owned by farmers and residents of small towns, in which there are no repair men capable of renewing curtain windows. With our

Improved Pioneer Automobile Curtain Lights



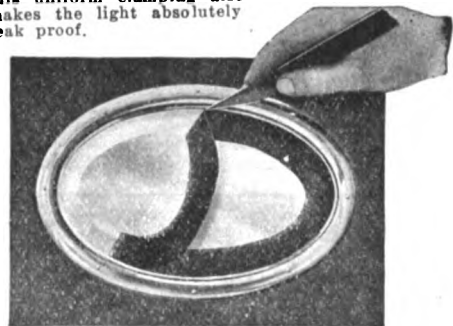
you can make many happy minds and create a lot of new business in your Accessory department, as these Curtain Lights are designed for those who take a genuine pride in the finished appearance of their car; their symmetry making them distinctive and unusually attractive.

So constructed that they will not give away, yet they are extremely light and require no extra top lining.

A selected grade of 3/16 polished plate-glass is used and each glass is carefully beveled to produce edges of uniform thickness and a bevel of uniform width.

Very easily put in and there to stay; all studs being securely fastened in the outer frame and so placed they align themselves perfectly with the holes in the back frame.

Fabric and glass are rigidly held in place by means of the snug fitting design of the two rings, which clamp the fabric with uniform pressure over all, and to prevent all rattling or breaking. Fabric so clamped where it comes in contact with the glass without being scored or cut by sharp edges. And this uniform clamping also makes the light absolutely leak proof.



And the above illustration shows the final operation of removing the narrow edge of fabric which extends inside the frame when the light is mounted. Very simple; with a sharp knife this fabric is removed quickly, neatly and accurately by using the edge of the frame as a guide in cutting.

MADE IN VARIOUS SIZES AND FINISHES
SEND FOR COMPLETE LITERATURE
SOLD THROUGH THE JOBBERS ONLY

THE BREWER-TITCHENER CORP.

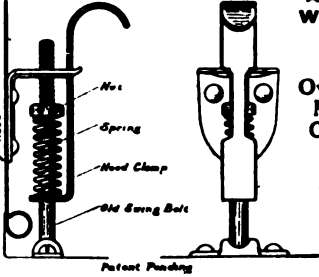
Manufacturers
CORTLAND, NEW YORK

STEWART Spring Hood Clamp
For Chevrolet Cars — For Buick Cars

Retail **\$1.25**
Per Set of Four

Five Minutes to Put Them on

Dealers Write for Prices



AGENTS WANTED

Over One Million Chevrolets Need Them

Mailed Anywhere for \$1.25 on Receipt of Money Order
Mant'd by SIMPSON & STEWART, 565 16th St., Oakland, Calif.

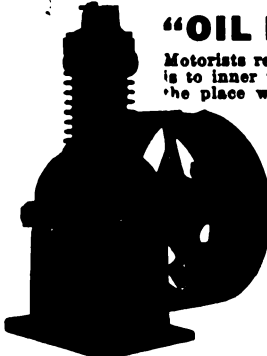
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 135 different combinations of outfits, in stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-6.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

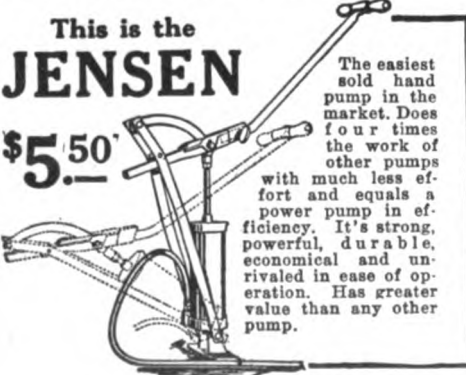


"STRICTLY A QUALITY PRODUCT"

HERCULES
SPARKPLUGS

ECLIPSE MANUFACTURING CO.
INDIANAPOLIS U. S. A.

This is the
JENSEN
\$5.50



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.
THE W. H. HOWELL CO., Geneva, Illinois

PAYS TO SELL ONLY GOOD TUBES

"The average motorist does not realize the importance of the inner tube," says a well-known manufacturer. "The casing or tire is given the greatest consideration, while the tube is thought of as a more or less necessary accessory."

"As a result of this attitude, poor service has often been obtained from the best tire manufacturers. The user should be more concerned with the tube's ability to hold air than with its ability to pull a freight train, lift heavy weights and other futile tests of like nature."

"To build a cheap tube is comparatively an easy matter. Such a tube may have a nice appearance and an apparent tensile strength, but at the same time have a propensity for leaking air by diffusion or chemical assimilation that renders it inefficient and impractical as an air container for the inside of a casing."

"It has been said that a tire is no better than its tube. The cheap tube that leaks air will show a greatly decreased air pressure in the tire and a lowering of the vitality of the casing."

"Rubber has pin holes which the finest calendering in the world will not eliminate and which permit air seepage by diffusion. Rubber chemically assimilates a certain amount of air on one side and passes it off on the other, particularly when under pressure."

"The chief problem in tube manufacture is not only to reduce the possibilities for air seepage, but also to construct a tube that will stretch and flex easily with the constant distortion of the tire without an excessive amount of heat."

"If the tube is calendered or rolled out at one time in one thickness—the thickness of the finished tube—invisible defects, 'pin holes,' permit continual air seepage, resulting in poor service and tire trouble."

SAVING, SPENDING, SECURITY

Along with the Three "R's" are you teaching your children the Three "S's" of business success.

Their money habits of today will grow into their business habits of tomorrow.

Will they know the value of money? How to make it buy what will repay them for their work and stimulate them to greater industry?

Or will money always be merely a temptation to them?

The first step is for the child to learn the joy of postponed enjoyment, to become able to forego trifles today to acquire really worthwhile things—necessities or luxuries—tomorrow.

Thrift Stamps and War Savings Stamps are ready teachers of worth-while money-using habits.

DU PONT AMERICAN INDUSTRIES



These Samples Sell Pontoklene

The merits of Pontoklene—the tar remover and cleaner **that sells itself** are so conclusively demonstrated by a try-out that the most profitable way to sell it is through sampling.

Therefore we furnish you with your initial order for Pontoklene a case of samples for free distribution to your customers. We will also supply you from time to time with additional samples in reasonable quantities upon request.

As a result of this liberal sampling and our big nation-wide advertising campaign Pontoklene **literally sells itself**. All inquiries from our advertising are referred to our nearest dealer. If you act quickly you can be the dealer in your locality to get this new, profitable business.

There will be more fresh road tar and consequently more demand for Pontoklene in 1919 than ever before. If you are to take advantage of this exceptional opportunity there is no time for delay. The height of the tar season will soon be here. Order today from our nearest office.

Attractive counter display cards, hangers, road signs, circulars imprinted with your name, envelope enclosures and booklets furnished free on request.

DU PONT CHEMICAL WORKS

WILMINGTON, DELAWARE

BRANCH OFFICES

New York
21 East 40th St.

Boston
Chauncey & Bedford Sts.

Columbus
4th & Long Sts.

Chicago
McCormick Bldg.

San Francisco
Chronicle Bldg.

PRINCIPAL DU PONT PRODUCTS

For Information Address Advertising Division

DYESTUFFS, CHEMICALS, EXPLOSIVES, LEATHER SUBSTITUTES, PYROXYLIN PLASTICS, CLEANABLE COLLARS AND CUFFS, PAINTS, VARNISHES, PIGMENTS, LITHOPONE, COLORS IN OIL, STAINS, FILLERS, LACQUERS AND ENAMELS.



GET ACQUAINTED WITH LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"

**AUBURN IGNITION
MFG. CO.**
AUBURN, N. Y.

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.



"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in contents and label that forces attention.

Prepare for calls—you will have them.

We will gladly supply samples.

Ask your Jobber for
**DURO-LAC
Polish**

—the only source of supply

International Sales Co.

522-526 West 9th Street
Los Angeles

MANUFACTURERS AND DISTRIBUTORS

THERMOID RUBBER CO. APPOINTS SALES SUPERVISOR

The Thermoid Rubber company, of Trenton, N. J., has appointed Mr. H. B. Niblette as supervisor of their tire sales division.

Mr. Niblette has had a very varied experience in the tire business, having been associated with the B. F. Goodrich company for a number of years and recently having been a direct factory representative of the Quaker City Rubber company.

The Thermoid Rubber company is having such splendid success with its distribution of Thermoid tires that it has become necessary to have some one intimately supervise the sale of tires, which will be Mr. Niblette's position with the company.

WHAT BOLSHEVISM MEANS

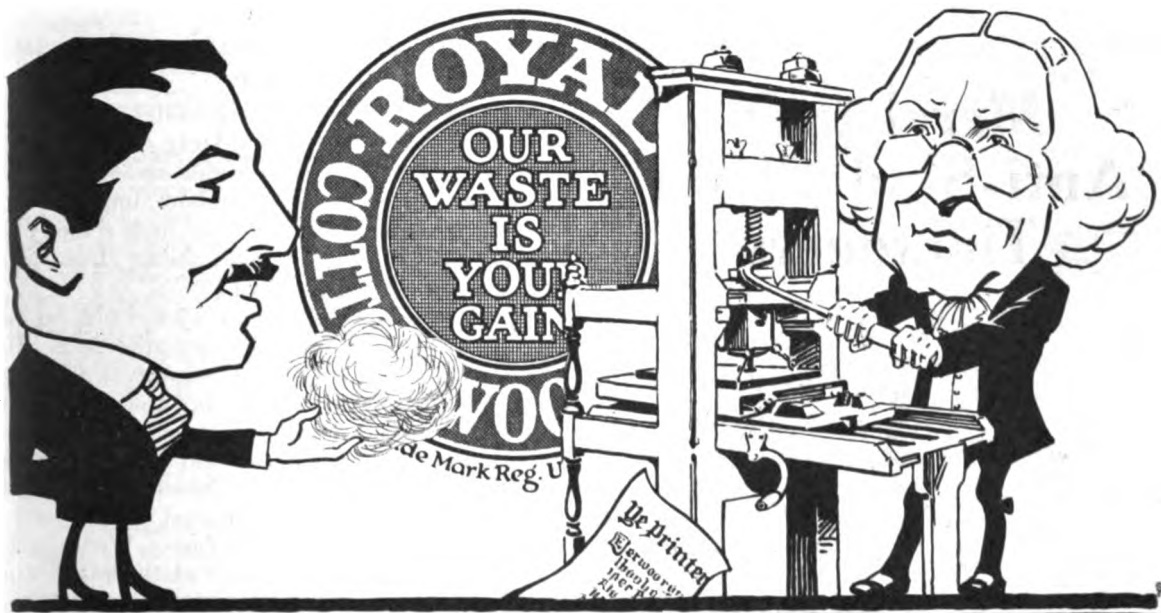
Bolshevism "translated into practice"—and that is the way in which it interests us most just now—is frankly defined by Dr. Oudendijk, the Dutch minister in Petrograd, and his words are worth pondering by every American citizen. Said this official in a recent interview:

"I wish to give a solemn warning to the working classes of all nations. Bolshevism, I say without exaggeration, is the end of civilization. I have known Russia intimately for twenty years and never have the working classes of Russia suffered as they are at the present moment. I have never seen or dreamed of the possibility of such corruption, tyranny and the absence of all semblance of freedom as there are in Russia at the present moment.

"Translated into practice, the five points of Bolshevism really come to this: (1) High wages; (2) don't work; (3) take other people's property; (4) no punishment; (5) no taxation; and I suppose there will always be a certain number of people who will adopt a program which in practice amounts to this. That is why, having myself seen the disastrous effects of this policy on all classes of society, I take the first opportunity on my arrival in England to warn the public.

The bulk of the workmen in Russia are today far and away worse off than they ever have been, and the state of unemployment is simply terrible. When I left Petrograd the situation was one of utter starvation, and most people hardly knew how they would exist through the following day. The future to me seems hopeless. One thing is certain, that, left as she now is, Russia will be in a state of utter and complete ruin. Wherever Bolshevism rules the nation has been beaten to a pulp, and is utterly helpless."

"The power a man puts into saving measures the power of the man in everything he undertakes."—(Frank A. Vanderlip.) Buy W. S. S.



B. Franklin - Standardizer

BENJAMIN FRANKLIN

Pioneer Printer - Inventor - Author - Soldier - Statesman

Born 1706 - Died 1790

This early American had a craving for standardization as applied to the construction and operation of everything from ships to printing presses. He was the leading printer in all the Colonies because of his intense application of neatness and efficiency to details.

A MAN of Franklin's keen type would give more than a passing thought of appreciation to Standardized Royal Cotton Waste and the notable savings it brings.

A Wiping Waste guaranteed uniform in quality — uniformly soft, absorbent, refined! Great work power—small expense.

A waste guaranteed for even weight, as ordered, and with a standardized "tare" (wrappings) of only 6%.

The Royal Sampling Catalogue is a new note in constructive buying methods. Get it of your jobber or us; also the booklet, "Producing the Fittest in Waste."

Our Trade Mark—Your Guarantee

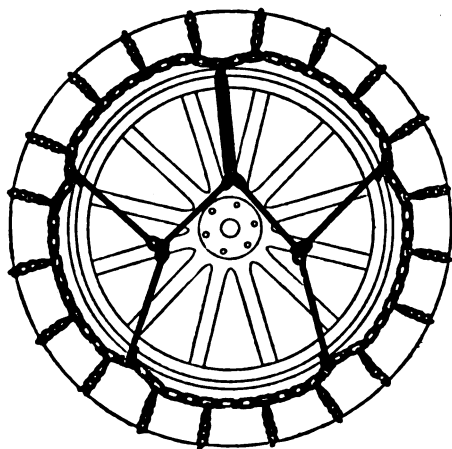
ROYAL MANUFACTURING Co

General Sales Offices and Plant, RAHWAY, N. J.

New York Chicago Pittsburgh St. Louis Boston San Francisco



Merchant's Anti-Skid Chain Tighteners



\$1.00 a Pair

Sells all the year around, and should form a part of the equipment of every car.

The investment is small, and the profit good. Every motorist needs them, and **will buy them** at this price.

IF DEALER DOES NOT HANDLE, WE SELL THEM DIRECT PREPAID ON RECEIPT OF PRICE.

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale **every time**.

The Tightener catches the chain at five points, giving an easy tension all around. It holds the chain in place, prevents dragging or rattling, and yet permits the chain to creep on the tire, and carry out to the full its non-skid action. Keeps chain from pounding the fender, and prevents it from unhooking.

JOBBER AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. Merchant Corporation

236-238 Emma Street - Syracuse, New York

OLUCKER & HIXSON CO., New York, N.Y.
Sales Agents

KNOWLEDGE SHOULD HAVE ITS COMPENSATION

The entire electric wiring system of a very large electric plant was suddenly cut off. The machines stopped and the lights went out. The plant engineers and electricians immediately set to work to find the cause and remedy it. But the problem was beyond them. Local aid was sent for—but to no avail.

There was only one man who could be relied upon to get them out of the dilemma. He was a mechanic. The expert was telephoned for on long distance and the next train brought him to the factory.

After removing his coat and taking out his tools he walked over to the switch board, tightened a screw here, loosened a bolt there, tapped a rod and inserted a fuse. Within five minutes a flood of light covered the plant and the men began to work once more.

A month later came an invoice. Fifty dollars and fifty cents was the amount.

When the check was sent, this line was written across the bill: "For curiosity's sake, will you be good enough to itemize."

And in return came the itemized account:

To repairing wire system....\$.50

To knowing how.....50.00

To which you can add your own conclusion.

As a specialist the merchant should be able to command prices commensurate with his knowledge, just as much so as the electrician or other skilled mechanic.

"Knowing how" entitles a man to increased earnings as a recompense for years spent in learning his vocation and skill and practical experience will bring their reward.

GLIDDEN CO. PURCHASE A. WILHELM CO.

A very important transaction has just been consummated through which the Glidden Company of Cleveland, Ohio, has taken over the business of the A. Wilhelm Company, of Reading, Pa. It is perhaps the most important deal in the recent history of the paint and varnish industry. It gives the Glidden Company the advantage of a factory in the East, adding to its facilities the splendid dry color and chemical equipment of the A. Wilhelm Company.

In general the business of the A. Wilhelm Company will be continued as heretofore, although the Glidden Company is planning to largely increase the facilities of the Reading plant to take care of the rapidly growing trade on the Atlantic seaboard.

The acquiring of this Eastern connection makes the Glidden Company easily one of the largest paint and varnish manufacturers in the world. In addition to manufacturing paints and varnishes it manufactures a full line of insecticides and dry colors, as well as important pigments used in paint making. The Glidden Company is also developing a good business on important acids and chemicals.

Glidden now has two factories in Cleveland, one in San Francisco, one in Toronto, and one in Reading, Pa., with offices and warehouses in the principal cities of the country.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminium, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

Order a carton from your jobber. If he cannot supply you, write, giving his name.

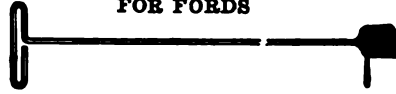
FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA



Big Little Profit Builders

Kees PET COCK WRENCH

FOR FORDS



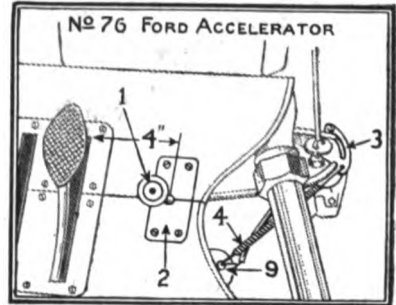
Send for Free Sample. Every Ford owner will appreciate it. Your profit about 100%. Show the Sample. You'll Order More.

Kees Foot Accelerator for Fords

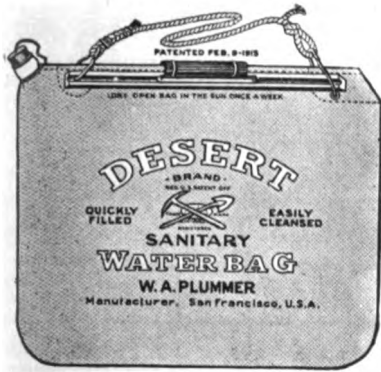
Easy to attach—no machine work. Only five parts, pressed steel, black Japan. Packed one in a box—all ready to apply.

Mighty handy for driving where both hands are needed on wheel.

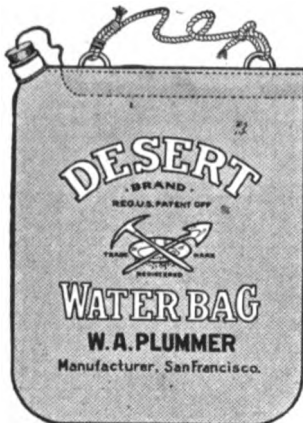
If your jobber can't supply you, write us. Dept. 18



F.D. Kees Mfg. Co. Beatrice, Nebr.



"DESERT" BRAND WATER BAGS



ALWAYS RELIABLE

FOUR SIZES

FULL CAPACITY

Ask Leading Jobbers for Latest Price List

ORDER REQUIREMENTS EARLY

THE DEMAND THIS SUMMER WILL BE LARGE



A. F. WIXSON

A. F. Wixson is an enterprising representative of Kelley-How-Thomson Co., Duluth, Minn., who has been located in Twin Cities for the past ten years trying to get the railroad and manufacturing trade to buy all their hardware from Kelley-How-Thomson Co.

Mr. Wixson, when asked how long he had been in the hardware business, says he entered it just after the flood, and the longer he is in it the more interesting it is and the more he learns about hardware.

He began with Standart Bros., Detroit, Mich., years and years ago, when one had to learn the general line. He passed from one department to the other until he "graduated" to the road.

He traveled the Upper Lake District, Port Huron, Michigan, to Duluth. Trips then were six weeks and drives 50 miles were common.

His first catalog was a blank book in which cuts were pasted, as near as he could get them, of the goods he had to sell, and there were only one or two catalogs issued then.

A catalog in those days was also a load to handle. It was generally about two by three feet. Wonderful changes have taken place in the hardware business since then.

Mr. Wixson says he feels just as young and active as he did in those days.

TABULATED SELLING DISCOUNTS

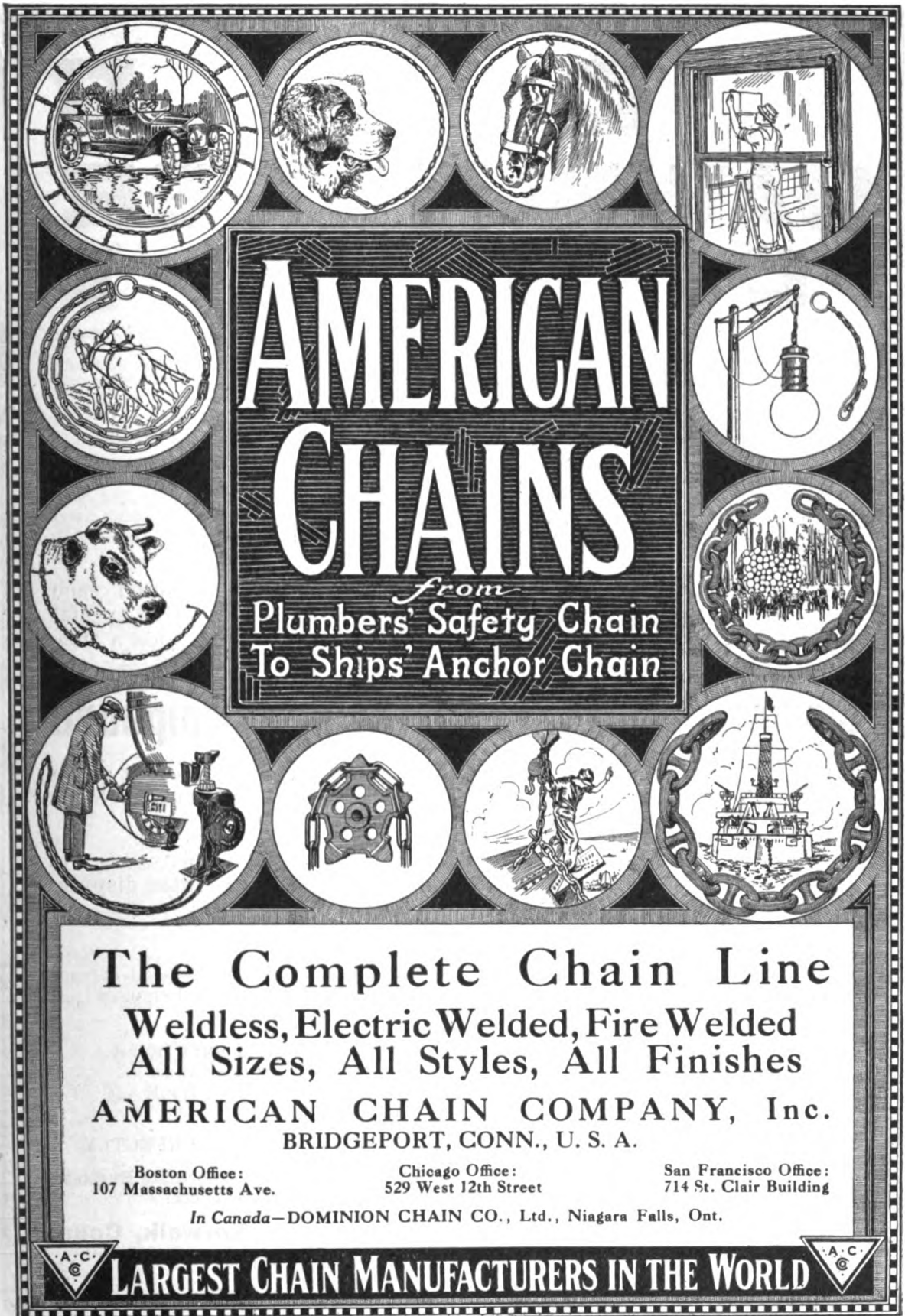
Suppose you want to make a certain percentage over your cost discount. Have you a quick, sure way to figure the necessary selling discount?

The table herewith has been devised for this purpose by A. F. Wixson, of Minneapolis, one of the *HARDWARE WORLD* subscribers, and we submit it in the hope that it may supply just the data that you have been looking for, with Mr. Wixson's compliments.

Here's how Mr. Wixson uses the table: Suppose your cost is 70 per cent and you want to make a selling discount that will yield a 10 per cent net on the transaction. There is it, 67 per cent. The "points" are merely given as the basis of arriving at the tabulated percentages. In the example above, take the cost, 70, from 100 and the difference is 30. Now, each ten in this difference represents one "point," no matter what the column concerned. Thus the point in this case is 3, and for each additional 10 per cent net profit desired you simply subtract another "point" from the cost discount. But the table does it for you graphically.

If your cost was compound, as 70-10-5 per cent, reduce the first discount only, in this case the 70, just as before. Then when you have found the selling discount that will give you your required percentage on the 70, add the 10-5 to this selling discount.

COST DISCOUNT		10%	20%	25%	30%	33%	40%	50%	60%	66%	70%	75%	80%	90%
"POINTS" MINUS OR PLUS		9	8	7½	7	6½	6	5	4	3½	3	2½	2	1
Percentage over Cost Discount Wanted	10%	1	12	17½	23	26½	34	45	56	63½	67	72½	78	89
	20%	+8	4	10	16	20	28	40	52	60	64	70	76	88
	30%	+17	+4	2½	9	13½	22	35	48	56½	61	67½	74	87
	40%	+26	+12	+5	2	6½	16	30	44	53½	58	65	72	86
	50%	+35	+20	+12½	+5	LIST	10	25	40	50	55	62½	70	85
	60%	+44	+28	+20	+12	+6½	4	20	36	46½	52	60	68	84
	70%	+53	+36	+27½	+19	+13½	+2	15	32	43½	49	57½	66	83
	80%	+62	+44	+35	+26	+20	+8	10	28	40	46	55	64	82
	90%	+71	+52	+42½	+33	+26½	+14	5	24	36½	43	52½	62	81
	100%	+80	+60	+50	+40	+33½	+20	LIST	20	33½	40	50	60	80



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

C L O LAWN-MOWER C O M P



ANNOUNCEMENT

The sale of many thousand cans of Clover Grinding Compound each season for sharpening lawn-mowers, has lead us to feature this special use for our product with the result that we now introduce a new package,

Clover Lawn-Mower Sharpening Compound

put up in an unusually attractive white enameled can with bright green lettering, selling for 50 cents the can retail (\$6.00 per dozen) subject to our usual discounts to the trade.

Packed 12 cans to the box, and with each dozen is included twelve circulars, profusely illustrated, in addition to a beautiful counter display, lithographed in colors.

OUR PLAN FOR SALES DISTRIBUTION

We are launching a campaign of national advertising, and urge you to send at once to your Jobber or to us for at least one dozen cans of Clover Mower Compound, so that when the assured demand begins, you will be prepared to meet it.

Dealers who have been helping to sell our yearly output of 3,000,000 cans of Clover Grinding and Lapping Compound know our goods and responsibility. Others should send at once for a sample can.

WE GUARANTEE CLOVER COMPOUND TO DO THE WORK PERFECTLY

**Merely Placing Our Silent Salesman on Your Counter Will Bring Immediate Business.
Our National Advertising Will Drive Customers to Your Store.**

CLOVER MFG. CO., Dept. H - - - Norwalk, Conn.

San Francisco Branch: 559 Howard Street

V E R SHARPENING O U N D

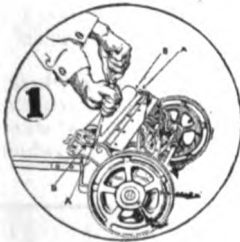
HOW CLOVER DOES IT

There is only ONE way to sharpen a dull lawn-mower and to make a good job of it, and that way is to grind the cutting blades together until they're sharp.

No living mechanic can do a decent job of lawn-mower sharpening by grinding or filing knives separately, then trying to make them work together. **It can't be done.**

DIRECTIONS FOR USE

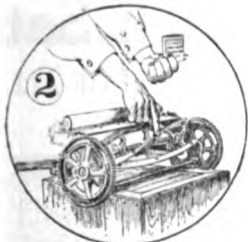
Any boy, girl, man or woman can make a perfect job of sharpening a dull or old lawn-mower and make it cut as good as new in a few minutes by following these directions—fully explained and illustrated in special circular accompanying each can.



1. Adjust base blade to as even a contact as possible with each rotary blade **FOR ENTIRE LENGTH**. Don't set too tightly together.



3. Push mower forward and back rapidly on level surface a dozen times, spinning the blades, and grinding them together sharp.



2. Apply Clover Compound **ENTIRE** length of each rotary blade with finger tip.



4. Wipe off compound; blades should cut newspaper like sharp shears; if not, proceed again as above until they do.

After mower is once in good condition, it can be kept so all season by applying a small amount of Clover Sharpening Compound each time it is used.

One 50-cent Can of Clover Sharpening Compound Will Sharpen One Ordinary Mower Ten Times, or Ten Mowers Once.

MIKE CLOVER
AND
THE KLEAN KUT KLUB
FOR BOYS

We have established the character of "Mike Clover," an old-time gardener, who will run a Boy's Department and a club for boys called "Klean Kut Klub." Boys will be shown how they can make from \$2 to \$5 a week sharpening their neighbors' lawn-mowers and by selling mower compound.

Valuable prizes will be offered and contests inaugurated all over the country, with an idea of helping the Dealer to find a ready outlet for our product.

Our National Advertising will appear soon.

For the "Love of Mike" don't wait until your customer walks in before you order. Send in **NOW** and take your profit when he calls.

PASSING OF PRESIDENT NATIONAL ENAMELING AND STAMPING CO.

Ferdinand A. W. Kieckhefer, president of the National Enameling & Stamping Company, died in New York March 26, after a short illness. Mr. Kieckhefer was stricken on Friday after having spent a busy day at his office on Fifth avenue. He lay in a comatose condition from Friday until Tuesday when he suffered another attack and passed away Wednesday. The funeral services were held in Milwaukee at his old home attended by a very large number of friends from various parts of the country. The officers and members of the board of directors of the company served as honorary pallbearers. They were: Vice-Presidents Thomas K. Niedringhaus and Geo. W. Niedringhaus of St. Louis, Director General Geo. W. Knapp of Baltimore, Secretary Wm. H. Matthai of Baltimore, Treasurer Geo. V. Hagerty of New York, Assistant Treasurer R. D. Samuels of New York, Louis C. Bartling of Chicago, John J. Mapp of New Orleans, C. L. Wagandt of Baltimore, Geo. W. Knapp, Jr., of Baltimore, Henry W. Bartling of Chicago, H. W. Niedringhaus and Lee I. Niedringhaus of St. Louis. The active pallbearers were employees of the Milwaukee branch who had been associated with that branch under Mr. Kieckhefer for a period of twenty years or more. They were: Morris Thomas, Richard Marter, A. Van Eweyck, John Wegner, Jr., Fred W. Bagley, St. Paul, and A. R. Murphy, Kansas City.

The tribute to Mr. Kieckhefer's memory in attendance at the funeral in letters and telegrams received and the wonderful flowers that were sent to his house, showed the esteem in which he was held, not only by his employees, but by his friends in the business world and in his community.

From one of the oldest houses in the trade is quoted the following estimate of his worth:

"The passing of one so well known, whose influence upon the industry has been so commanding, is

no ordinary event. With those who have known him in his home work as well as in the larger sphere of trade councils, his loss will be keenly felt.

"We who have followed him for many years, who have recognized his superior capacity, his rugged honesty and his own open candor with intimates and competitors alike, would extend our heartfelt sympathy.

"The old friends are dropping away but their influence on our modern commercial life will be lasting."

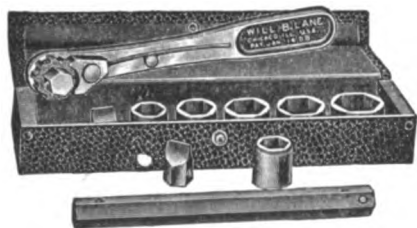
In Mr. Kieckhefer's passing, the hardware world has lost a real factor. As president of the National Enameling & Stamping Company, he was one of the constructive elements in the upbuilding of this line.

Mr. Kieckhefer's life has been in the tinware business. Starting out as a boy with the John Pritzlaff Hardware Company, as clerk, he began to learn the business. When he was yet young he entered the retail trade and then started a store of his own and soon after branched out into manufacturing lines. With his brother, he prospered in this direction and built a factory in Milwaukee. This factory grew to large proportions and when the National Enameling & Stamping Company was organized, the Kieckhefer plant was an important part of the new organization. Mr. Kieckhefer himself was elected vice-president at that time. In 1908 he was elected president of the company and served in that capacity until his death last week. As a man he had many friends because of his congenial nature and friendliness which he manifested toward everyone. He was greatly loved by his employees and his success is marked not so much by his achievement of position and honor as by the friendships bestowed upon him, and reciprocated by him, by his employees and all those with whom he was associated.

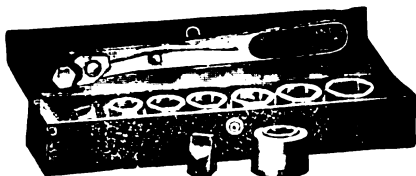
The hardware world has lost a man whose counsel was needed in the days ahead of us in rebuilding and replacing the losses occasioned by the war and in going through the reconstruction period which is before us.

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set
7 inch Handle, 6 Sockets and Extension Bar.



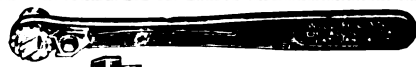
Standard Set
7-inch Handle, 7 Sockets

CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set
9 inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver
6-inch Handle, 2 Interchangeable Bits.

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

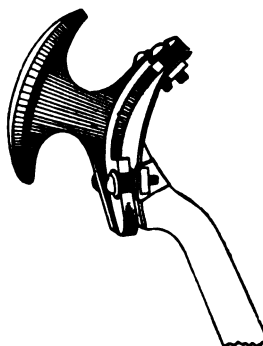


F. W. Trantum, of Jamestown, New York, manufactures Trantum's Slack Adjusters, which they claim to be a very simple and efficient device for taking slack out of auto chains.

He claims these adjusters will not allow the chains to creep and still holds the cross chains snug to the tires.

Only one adjuster is needed for a chain, and the inside member is tightened when the slack is taken out of the outside member.

They have been selling this adjuster for the last few weeks through salesmen, and are now starting to market it through jobbers exclusively.



The Ellis-Smith Mfg. Co., Elmira, N. Y., are placing on the market a reverse foot pedal for Ford cars, which they claim makes driving easier, safer and more comfortable.

It acts as a foot guide when driving at night or in heavy traffic, does not interfere with the use of regular rubber pedals.

It leaves ample room for foot operation when attached to reverse pedal. This is made of iron, is indestructible, and

especially helpful to women drivers.

The only tool needed is a screw driver, and it may be attached in two minutes.

The Ellis-Smith Mfg. Co will be glad to give full information to any of our readers upon request.

H. V. Dyer and W. J. Botsford have recently purchased the hardware stock of W. L. Barker, Granger, Wash., and will conduct same under the management of W. J. Botsford. Mr. Dyer owns a general store at Beverly. Mr. Botsford has been in the hardware business for over twenty years. Recently he represented the Schwabacher Hardware Co., Seattle, Wash., as traveling salesman of the Yakima territory.

They will be glad to receive catalogs from manufacturers of hardware, implements, household and sporting goods.

Merchants of the Pacific Northwest will be greatly benefited by attending the convention this month at Seattle. It will help them solve their problems by getting at first hand up-to-date and splendid ideas.

Mr. Dealer---Have you a copy of this catalog?



THIS EVEREADY LOOSELEAF CATALOG AND BUYER'S GUIDE is most complete, showing the full line of Daylo Cases, Tungsten Batteries, Automobile Lamps, etc.

This catalog should be in the hands of every hardware dealer as a ready reference and buyers' guide.

On account of the looseleaf feature and the necessity of keeping a record for the purpose of keeping this catalog up to date they are not distributed by our jobbers, but by us direct.

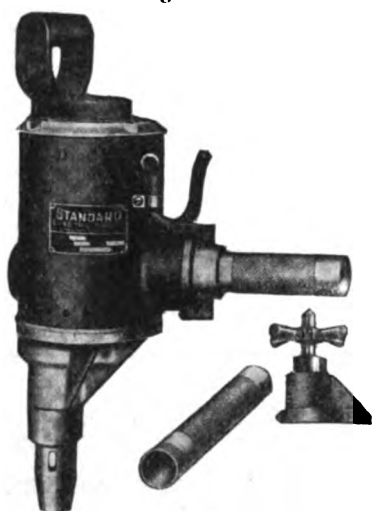
If you are not supplied, write us at once. There's a copy for you.

NATIONAL CARBON COMPANY, Inc.
San Francisco, California



Standard Electric Drill on Automobile Work

Our Hand Drills are made in 3/16", 1/4", 5/16", 3/8", 1/2" and 5/8" sizes. Weight 6 to 20 lbs.



Screw Feed Drill. 3/8" to 1 1/4" sizes.

Every tool we manufacture is Guaranteed for ONE YEAR, both electrically and mechanically. Ball Bearings are Used Throughout.

THE UNITED STATES GOVERNMENT AND FOREIGN GOVERNMENTS HAVE BOUGHT THOUSANDS OF OUR TOOLS.

If you will write us we will gladly tell you of the various classes of work where our tools will soon pay for themselves on account of the time and cost they will save.

Sell "STANDARD" Portable Electric Drills and Grinders

Write Us Today for Our Special Proposition

These are the tools that you take to the work—can be attached to any lamp socket. They are great Labor and Time Savers.

PORTABLE ELECTRIC TOOLS GREATLY INCREASED PRODUCTION ON WAR WORK.



THE DEMAND FOR THEM IS GROWING RAPIDLY AND IT IS NOW MUCH GREATER THAN EVER ON ACCOUNT OF THE RESULTS THEY HAVE PRODUCED DURING THE WAR PERIOD.



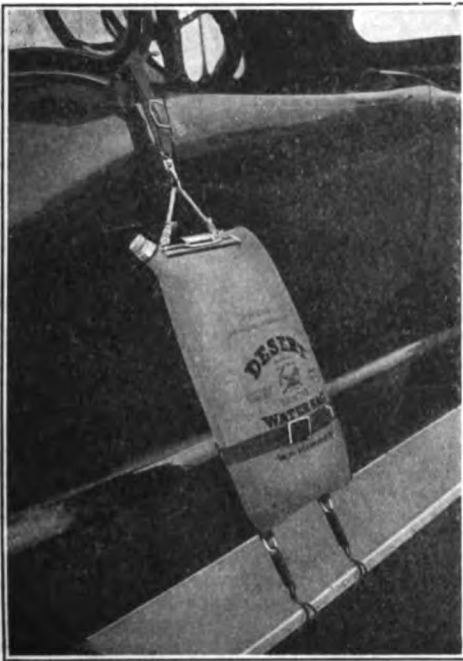
Our Universal Drills and Grinders operate on both alternating and direct current, being perfectly interchangeable.



Floor Grinder

THE STANDARD ELECTRIC TOOL CO.

Cincinnati, Ohio, U. S. A.



APPRECIATED BY AUTOMOBILISTS

Automobilists who travel to any extent outside of cities recognize the superior benefits of water bags for providing cool water for both drinking and radiators. The problem for carrying them has recently been solved and is a complete success.

The "Desert" supporter carries any size water bag conveniently and without damage to either the car or

bag. It is made of strong webbing and special steel parts and springs. With this support a water bag cannot chafe, hangs clear of the body and is also secure. It can be attached or detached in a moment.

The most practicable position on all cars excepting small types such as Fords is to suspend from the windshield frame, as shown in the above illustration. The position for Fords and roadsters is to suspend immediately aft of the forward door.

A "footman's" loop is attached on the hood top of the seat, under the cushion and the suspending strap runs through the loop over the side of the body of the car. Another method is to attach the suspending strap to the side bracket where the front bows are bolted and take an extra turn around the bracket.

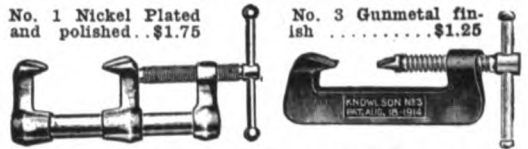
To remove the bag for use, simply release the buckle on the suspending strap sufficient to relieve the tension on the helical springs below, to allow the rope sling to be lifted off the hook. This will permit the double claw hooks to free at the running board. The supporter remains on the bag when released from the hook at the end of the suspending straps.

These supporters are manufactured by W. A. Plummer Manufacturing Co. of San Francisco, who are also the makers of the "Desert" water bags.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished...\$1.75

No. 3 Gunmetal finish...\$1.25



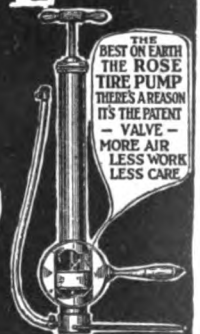
Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

QUALITY ROSE TIRE PUMPS products satisfy service pleases OVER 1,000,000 IN USE SERVICE



ASK
YOUR
JOBBER

J. H. Haney & Co
Hastings Nebraska
MFGRS



**AUTOMOBILE AND GARAGE
ACCESSORIES, TOOLS
AND SUPPLIES**

Catalog No. 65

DUNHAM, CARRIGAN & HAYDEN Co.
SAN FRANCISCO, CALIFORNIA

**DUNHAM, CARRIGAN & HAYDEN'S NEW
CATALOGUE**

One of the pioneers in accessory lines in the far West are Dunham, Carrigan & Hayden, who have just issued their Automobile and Garage Catalog of almost 300 pages.

Western hardware jobbers were pioneers in accessory lines and contrary to the usual run of events it was the hardware jobbers of the West who first took up the sale of auto accessories, which has gradually become the custom with hardware jobbers in all parts of the country.

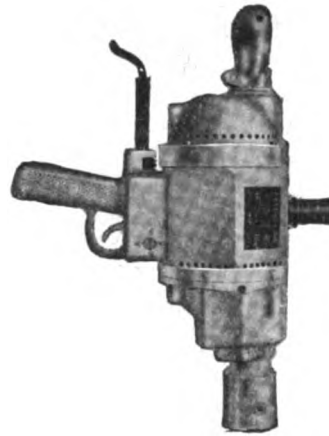
This catalog gives just such information as hardware and accessory dealers should have at hand for ready reference.

It has been compiled under the direction of the catalog and advertising department, of which Mr. Safford is in charge, working in close conjunction with Mr. Brookbank, buyer and head of the accessory department.

They will be glad to send this catalog to any of our readers upon request.

The Miller Hardware Co., Chico, Cal., have moved into a new building, which will give them facilities for carrying an increased stock.

William H. Mann is now proprietor of the Hemet Hardware Co., Hemet, Cal., having purchased the interest of his partner.



The Black & Decker $\frac{1}{2}$ " Portable Electric Drill, as illustrated, is equipped with a $\frac{1}{4}$ " H. P. motor. Its full load current consumption is about 700 watts, and the no load speed 600 R. P. M.

The housing is of aluminum alloy, completely enclosing the motor and gears, and the total weight of the machine is $21\frac{1}{2}$ lbs.

The most outstanding feature of this drill is its method of control, the "Pistol Grip and Trigger Switch," which makes it possible to handle it like an automatic pistol; one pull on the trigger turns the current on and the next pull turns it off. This arrangement enables the operator to control the drill practically automatically, without having to change the position of his hands in order to manipulate the switch. An indicator is provided, showing when the switch is on and when it is off.

The electric motor is series compensated wound interpolar type—and uses direct current or 25, 40 or 60-cycle alternating current, and will operate from any two wires of a three-phase circuit. Motor is air cooled by means of a centrifugal fan mounted on the armature shaft, which draws air in at one end of the motor and expels it at the other.

The gears are cut from high carbon steel, mounted on ground shafts, and operate in grease in a separate grease-tight compartment. Drill spindle runs in a long bronze bushing against a ball thrust bearing.

The commutator end cover is entirely separate from the armature shaft bearing, and is, therefore, easily removable for inspection and adjustment of brushes. This also eliminates the possibility of armature shaft binding in bearing, in case the end cover is accidentally distorted by dropping the drill or by exerting excess pressure on the feed screw.

This machine, for 110 current, sells for \$92.00; for 220 or 32-volt current the price is \$95.00.

The W. H. Gilbert Sales Co., San Francisco, their Pacific Coast representatives, will be glad to give full information to any of our readers upon request.

H. K. O'Brien and Edward Holmes have purchased the M. and M. Co., La Grande, Oregon, and the Wallowa Hardware Co., Wallowa, Oregon. They are incorporated under the name of the Oregon Hardware & Implement Co. This is really a change in the firm name only, the management remaining as previously.

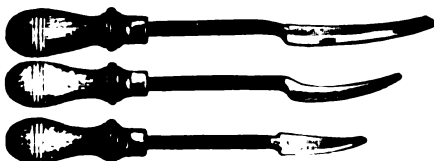
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.


THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Merchants of the Pacific Northwest will be greatly benefited by attending the convention this month at Seattle. It will help them solve their problems by getting at first hand up-to-date and splendid ideas.

John Simpson, a pioneer merchant of Tehama, Cal., recently passed away at Sacramento. His passing will be learned of with regret by the many who know him in connection with the California trade.

J. L. Mitchell recently sold his interests in the Mitchell Williamson Hardware Co., Porterville, Cal., to E. W. and J. W. Loyd. The new firm will be known as Williamson & Loyd Bros. Co.

F. K. Jackson has purchased the interest of G. J. Vayhinger in the Vayhinger & Jackson Hardware Store, Montesano, Washington. Hereafter the firm will be known as the Jackson Hardware Co., being under the management of C. L. Jackson. F. K. Jackson, father of C. L. Jackson, is a popular traveling representative for a Seattle hardware jobbing house.

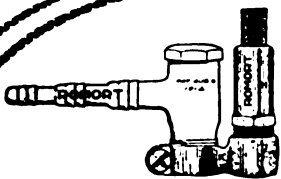
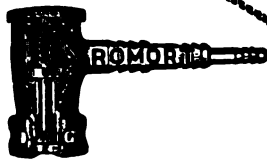


2 BROOMS 1 IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

The Reliable Hardware Co., Chandler, Arizona, are planning to materially increase their stock of hardware and implements.

ROMORT SPECIALTIES

supply the missing links to good garage service:

SERVICE is the basis of a garage's success.

Make the efficient ROMORT Service—your service.

ROMORT Air Valves stop the waste of free air.

Air is released only when the valve is pressed onto the tire. Withstands the roughest usage and abuse. Fits any size tubing, and comes equipped with the famous ROMORT Pump Connection Rubber.

ALL ROMORT Products are money-makers.

Learn more about them.

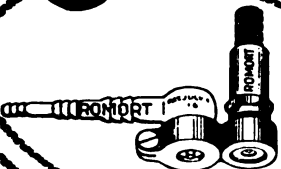

Manufacturers

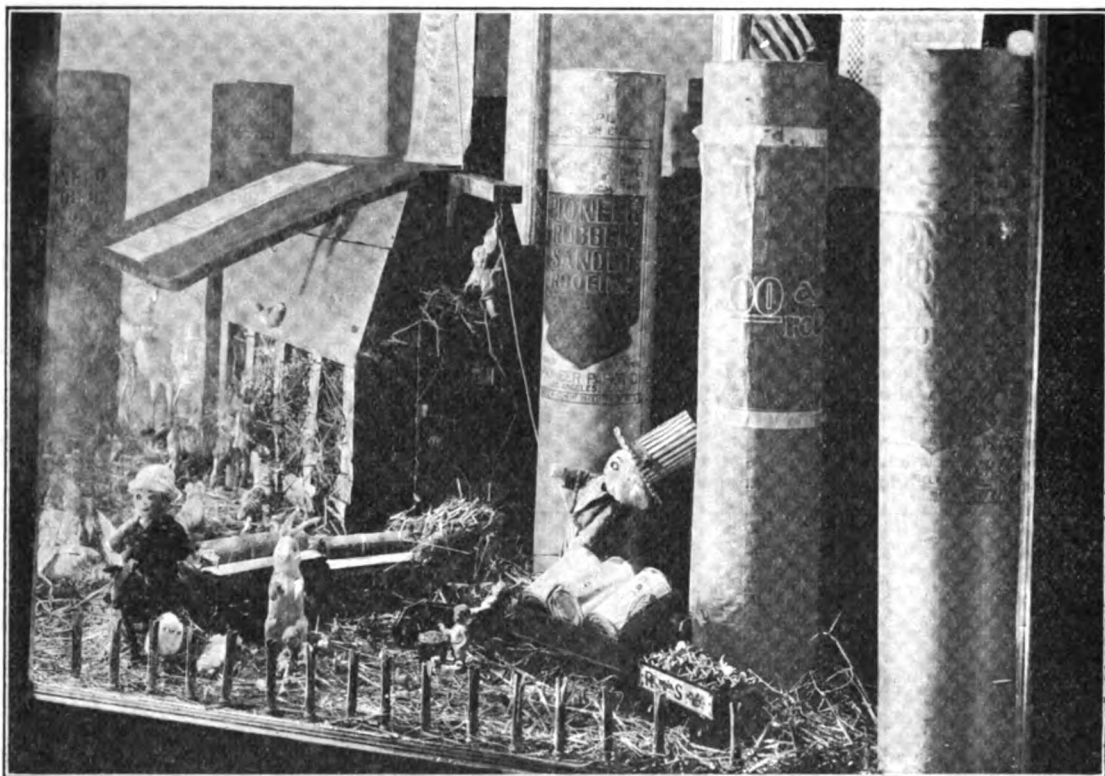
ROMORT MFG. CO.,
Oakfield, Wis.

Sales Dept.

THE ZINKE CO.,
1323 S. Michigan Ave., Chicago, Ill.

**ALL LIVE JOBBERS
CARRY THEM**



Here is a neat photo of a roofing display in which the Pioneer Roofing is featured, made by George B. Peck, an enterprising merchant.

It represents a farm barn covered with roofing, the usual surroundings including all kinds of livestock, and work going on, even to hoisting hay into the loft.

It is the work of Frank Perry, who has charge of this department. The display resulted in a big sale of roofing in their immediate locality.

Mr. Gould has purchased an interest in the hardware firm of Dixon & Elliott at Santa Rosa, Cal.

Murray Vincent Co., Merced, Cal., are incorporated with a capital stock of \$50,000, the members of the company being J. B. Garibaldi, A. H. Murray, M. M. Vincent and A. V. Murray of Merced, and E. H. Gook of Turlock.

Hahn & Neely, of Exeter, Cal., are planning to add to their hardware and implement stock. They report a good outlook.

The Robert Weiss Hardware & Furniture Co. are moving to a new location at Uplands, Cal., in order to give them facilities for carrying an increased stock.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.

Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats...	1/2	9-16	3/8	1/2	11-16	3/4	7-8
U. S. Standard Bolt.....	1/4	5-16	3-8	1/2	3-8	7-16	1-2
Cap. Screws.....	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated.....	1-4	5-16	3-8	7-16	3-8	7-16	9-16
A. L. A. M. ".....	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain.....	5-16		3-8		7-16	1-2	9-16
S. A. E.....	5-16	3-8		7-16		1-2	9-16

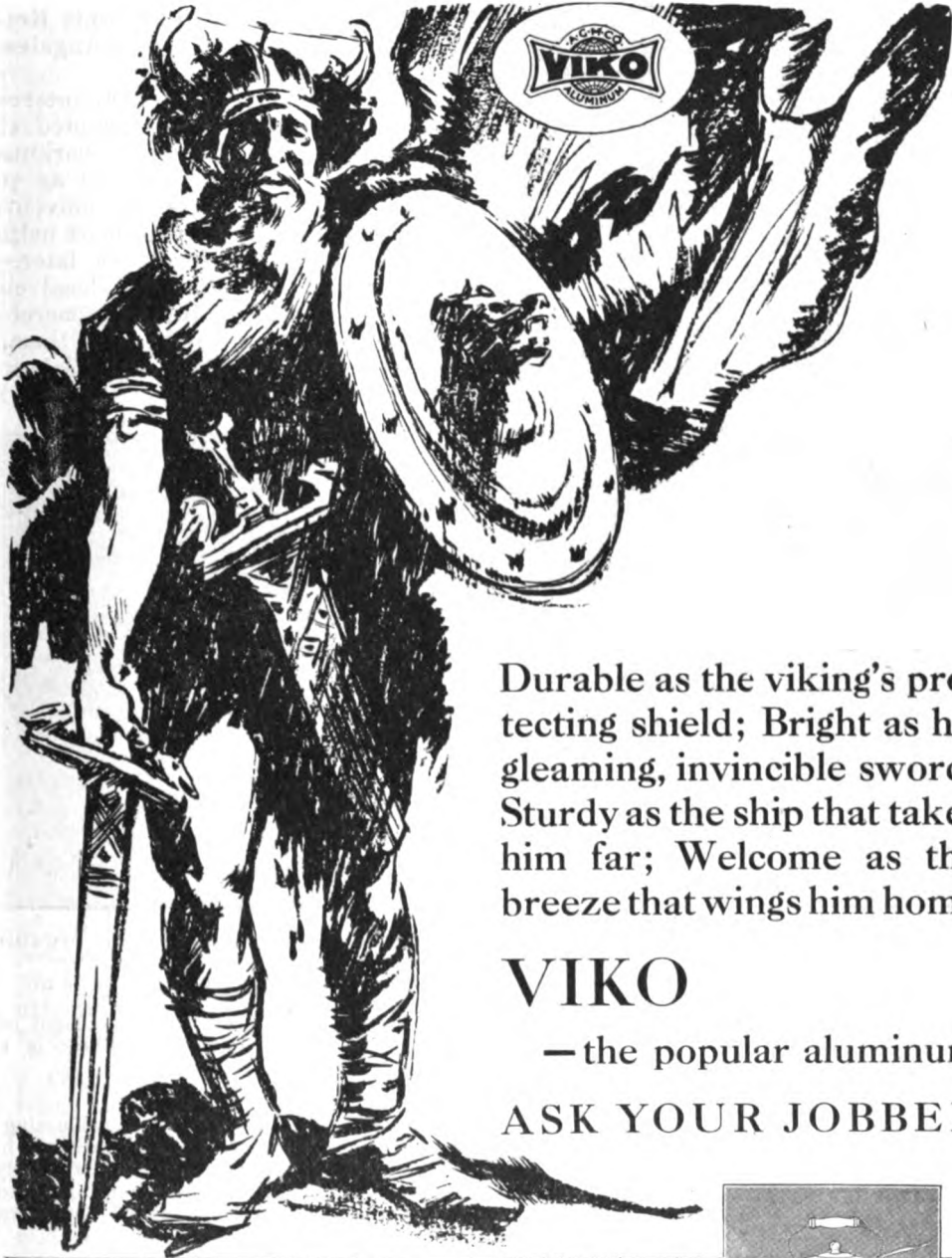
Break any Sedgley Wrench and we repair it no charge

R. F. SEDGLEY,

2311-13 N. 16th Street,

Philadelphia

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco



Durable as the viking's protecting shield; Bright as his gleaming, invincible sword; Sturdy as the ship that takes him far; Welcome as the breeze that wings him home

VIKO

— the popular aluminum

ASK YOUR JOBBER

VIKO

The Popular ALUMINUM



Combination Tea Kettle
One of the many
Viko products

COLORADO OFFICIAL MOST OPTIMISTIC

A. L. Anderson, vice-president of the Mountain States Hardware & Implement Association, and manager of the Montrose Hardware Co., Montrose, Colorado, tells us they are looking forward to a good season's business this year. Owing to the price of wheat being guaranteed all farmers in the community are sure to be prosperous is Mr. Anderson's opinion.

Some of the farmers held back on purchases, thinking prices would be lowered soon, but they can now see there is no chance of any material reduction for an indefinite time. They are therefore buying what they need without much fuss as to the price.

More tractors are being sold in his neighborhood every year, and he regards the outlook as most excellent.

H. H. Shrewsbury has moved his hardware store into a new building at Sedro Wooley, Washington, which will give him facilities for carrying an increased stock.

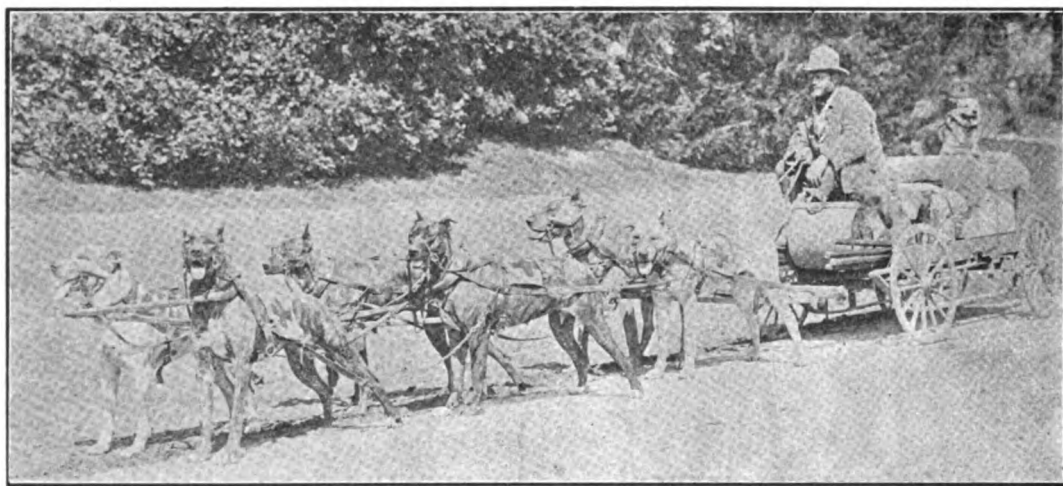
SOUTHERN CALIFORNIA HARDWARE DEALERS HOLD INTERESTING CONVENTION

The meeting of the California Retail Hardware Association, held at Los Angeles on April 16th, was well attended.

The program was unusually interesting and helpful. Secretary Marks adopted the policy of having representatives of various jobbing houses, manufacturers, as well as prominent retail merchants address the Convention.

These addresses were all most helpful, some of which will be referred to later. As the speakers were familiar with local conditions, they proved most helpful to the merchants who had the opportunity of hearing them.

The Southern California dealers have a large bunch of enthusiastic boosters, and they



GOING FAR FROM CIVILIZATION

Allen McMullen Sets Out for Wilderness With Trusty Dog Team—Will Experiment With Oneida Traps

Allen McMullen of Sherrill left recently for a Summer in the Big Woods, about 300 miles from civilization. With him went his Great Dane dog, weighing 135 pounds, and another to serve as a team mate for the Dane in the dog sledding that is necessary in the wilderness they will penetrate.

The dog will also act as messenger boy for McMullen, often going a distance of ten miles or more to some hunter's cabin on an errand for his master. A large sled and a stock of provisions were part of McMullen's equipment.

"Time I was getting out where I can breathe," he said in answer to a query why he was leaving so early in the Spring. He owns land and a shack in the wilderness far to the North and has no neighbors save for the wandering hunter who sometimes invades the country.

From a brook close to his cabin he obtains trout "so big you wouldn't believe me if I should mention their weight," and many sorts of wild animals prowl around the nearby woods.

He plans to be gone from two to five years, and he is taking with him to the Hudson Bay country, a quantity of Oneida Community, Ltd., traps for experimental work. He has made other trips for the Oneida Community, Ltd., trapping department but never such an extended one. He will also visit Alaska before his return.

know the benefits of such an organization as they have.

F. C. McGregor, a hardware merchant of Grenada, Cal., reports the outlook for business in his section of the country quite excellent.

Peters & Son, who have been conducting a garage, are planning to engage in the hardware business at Waverly, Washington. They were formerly engaged in the same business a few years ago, and are now taking the business back which they formerly conducted.

The Oregon Hardware & Implement Co., Hermiston, Oregon, are building an addition to their store in order to give them facilities for carrying an increased stock.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now
Christian Schlicker Mfg. Co.
Rochester, N. Y.

This book tells you how the W. J. R. C. plan has been put to work for other dealers and the business that it can be made to yield when followed



Have you received your copy?

AS this magazine goes to press, the Winchester Junior Rifle Corps Plan Book is being mailed to the trade. If you have not received your copy, please notify us at once, for we sincerely feel that this book is too valuable for you to be without.

Frankly, the growth and popularity of the Winchester Junior Rifle Corps has assumed such undreamed of proportions that we have had to reorganize our original plan and outline an entirely new and far-reaching trade policy.

This book, which we are sending out, takes up this plan in detail. We believe that it is important from your sales point of view for you to give this book a careful reading—then turn it over to the clerk in charge of your gun and ammunition department.

We do not make extravagant claims for the W. J. R. C., but when we are getting hundreds of enthusiastic letters from dealers—many stating that their sales of .22 rifles and ammunition have been doubled, we feel that we have a sound merchandising plan to offer you.

The W. J. R. C. calls for an all year 'round program of shooting activities.

The regularity with which Unit "shoots" are held will make your Gun and Ammunition Department a strong all year 'round business getter.

Here is a brand new and fertile sales field, waiting for you to open your store to it. Not only that, but you won't have any preliminary work to do to secure it. The National Headquarters of the Winchester Junior Rifle Corps will create a W. J. R. C. organization in your town from which your Gun and Ammunition and W. J. R. C. supply business will come.

It will take you less than thirty minutes to read our plan book from cover to cover. It will be time well spent, for you will see the possibilities of **increased sales with no additional effort on your part.** That is the secret of extra profits in any line of selling.

Write today for your free copy. Winchester Repeating Arms Co., Dept. 235, New Haven, Conn., U. S. A.

WINCHESTER

World Standard Guns and Ammunition

HARPER & REYNOLDS REORGANIZED

A new organization has been formed to continue the business of Harper & Reynolds, Los Angeles, which has been in existence for more than fifty years. They will operate under the name of Harper & Reynolds, Inc., and continue along the same lines as heretofore, with the natural improvements to be expected made possible by the injection of new blood into it.

The members of the corporation will consist of Mr. R. L. Leonard, whom we understand is president; Mr. William B. Joyce, Jr., whose father is the president of the National Surety Co.; Messrs. Charles J. Negus, Sidney T. Exley and Harold S. Chamberlin, who have been with the old firm for a good many years.

The business has already been turned over to the new management, who are continuing to operate under the old name until it is possible to assume the new name and attend to the necessary legal requirements in reorganization.

STEWART SPRING HOOD CLAMP

Simpson & Stewart, of Oakland, Cal., are manufacturers of spring hood clamp for Chevrolet cars, which has the advantages of keeping the hood from rattling, saves time and patience, works easier than any other, there being absolutely no trouble to put them on.

They are finished in black enamel to match the hood. It is a spring hood clamp attachment, which is put on the old swing bolt and takes the place of the old thumb nut.

This is so easy and simple it is a wonder it wasn't thought of before.

They sell for \$1.25 per set of four.

Accessory and car dealers will find this a most desirable and ready selling article.

Simpson & Stewart will be glad to give further information to any of our readers upon request.

THE COLUMBIAN CREW

Seeds, shrubs, seed-house and nursery catalogs are what the majority of people are beginning to think about as they watch many growing things begin to take life as they are touched by the Spring sunshine.

The Columbian Crew, house-organ of the Columbian Rope Co., Auburn, N. Y., for March, anticipated this feeling and appears with a four-color cover illustrating two nurseries in central New York. This same subject is also dealt with extensively on some of the inside pages.

Although seasonable subjects always form the important part of this little magazine, there will be found items of interest to almost anyone who buys, sells or uses rope or twine and to such persons it will be sent free of charge if they will write the above company.

The Storm Hardware Co., Red Bluff, Cal., recently opened for business. The company is composed of W. W. Storm and his two sons.

The Lucas-Perley Implement Co., Tekoa, Washington, have recently opened a branch store at Farmington, Washington, which will be managed by H. S. Hanna of Farmington under the name of the Lucas-Perley Hanna Hardware Co.

W. L. Barker has sold his hardware and implement business at Granger, Wash., to W. J. Botsford, who has been a hardware salesman for over twenty years.

The Sunset Electric Co. recently opened its new quarters at 1509-11 Broadway, Seattle, Wash., which gives them increased facilities for carrying a larger stock of automobile accessories.

OPENING OF THE "SHOOTING" SEASON

The first registered shoot of the season was held by the Owl Rod & Gun Club at Modesto, Cal., on April 6.

A heavy wind storm blew throughout the day making good scores very difficult.

The high amateur average of the shoot was won by Dr. E. V. Falk of Modesto with a good score of 140 broken out of 150 targets.

Second amateur average was won by M. F. Leffler of Stockton with a score of 139x150.

D. C. Davison of Modesto was third with 138x150.

R. C. Reed, the Remington UMC expert, won the professional average with a score of 141x150, being the highest score made at the tournament.

The above winnings were made with Remington UMC Arrow and Nitro Club Wetproof shells.



A DEALER'S HELP THAT MAKES SALES

The handsome cut-out illustrated above, in reduced size, is very effective for use in making window displays, or for counter and show case display. It is attractively printed in five colors, 10½ inches by 14 inches in size, with easel back, and the slogan, "Every Spark—a Bark," catches the attention of motor users and brings them into the store for more information about National Spark Plugs.

This new dealer's help is now being sent to every National dealer by the Bergie National Spark Plug Co., Rockford, Ill., and those dealers who have already used it for making window and counter displays have found it a "silent salesman" that never fails to attract attention, excite interest and increase the sales of National Spark Plugs. If you are a National dealer don't fail to write at once for one of these attractive cut-outs to help increase your sales. It is a dealer's help that brings most satisfactory results.

Merchants of the Pacific Northwest will be greatly benefited by attending the convention this month at Seattle. It will help them solve their problems by getting at first hand up-to-date and splendid ideas.

John M. Flethouse, of Walla Walla, Washington, has recently purchased the stock and equipment of the Pomeroy Garage, and will continue the business, putting in a full line of auto accessories.

HAVE THE BRIGHTEST STORE ON YOUR STREET

Your store should be the brightest one on the street—that's one mighty good way to advertise. The way to do it is to keep your windows the cleanest.

Let one person clean them at all times. Make it his own job. Hold him responsible.

The inside of the windows should be washed with tepid water applied by means of a chamois skin, using no soap or powder of any kind. Dry with a chamois and polish with cheese-cloth. The outside requires different treatment, however. It should be cleaned with the following mixture:

One ounce pulverized whiting; one ounce grain alcohol; one ounce liquid ammonia; one pint water.

Apply with a soft cloth, after having sprayed the window to remove the surface dirt. When this preparation is allowed to dry and is then rubbed off with a polishing motion, the surface of the window will be extremely brilliant and will remain so for longer than when washed in the ordinary way.

If the window has become badly scratched, a filler should be applied, consisting of an ounce of white wax dissolved in a pint of pure turpentine. This fills the cracks or scratches and prevents dirt lodging in them.

A show window thus treated will appear much brighter in the day time than a window washed in the usual way, while, if properly illuminated at night, it will stand out prominently among the ordinary show windows along your street.

FOR EXPORT TRADE

The Foreign Trade Agency, 59 Pearl street, New York, advise us they desire to secure the accounts of manufacturers in specialty hardware, tools, stoves, etc., for export.

They tell us they have had thirty years experience in foreign trade.

And will be glad to furnish satisfactory references to anyone who is interested in increasing their export business.

PITTMAN ICELESS REFRIGERATOR

A Western product which is attracting much attention is the Pittman Concrete Iceless Refrigerator, manufactured by the Universal Concrete Products Co. Their main office is at Modesto, with the factory at Selma, Cal.

This refrigerator is cylindrical in shape, and is cast of heavy concrete. It is made in two sizes, the larger 68 inches high with a base diameter of 40 inches. The food chamber is 29½ inches in diameter. The smaller size, model B, is 60 inches high with a base diameter of 36 inches.

This refrigerator has been sold for four years locally. The claim is made that it requires no ice, and is durable and sanitary owing to its concrete construction. The manufacturers claim these refrigerators keep bottles of milk cool even in the hottest spells of the summer.

The larger size sells for \$50.00, and the smaller size for \$45.00.

THE CAMPAIGN IS ON

(By Wallace H. Blake)

Sing a song of Springtime,
Everybody busy,
Four and twenty aldermen
Riding in one Lizzie;
When she stopped a minute
(It was rather quaint!)
Every blessed mother's son
Bought a can of paint.

Sing a song of Hometown
Really on the jump,
Cleaning up and painting up
Every cussed dump;
Everybody happy,
Everybody glad,
Everybody hustling—
Even dear old Dad!

Mother's in the parlor
Brushing varnish on;
Sister's in the kitchen
Helping Brother John;
Grandma's mixing mill white
In the old cowshed;
(Gosh, a fellow hates to
Lie so late in bed!)

Cleaning up and painting up,
So the days go by,
Preachers, prudes and prima dons
Mixing in the pie;
When that pie is opened,
Tell me if it ain't
A jolly day, a dollar day,
FOR

THE
MAN
WHO
SELLS
THE
PAINT!

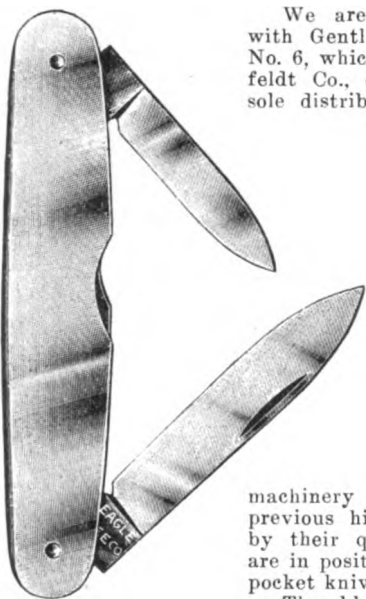
J. I. Case Threshing Machine Co. are opening a branch house at Los Angeles, Cal., which will enable them to carry a more complete line of tractors and farm implements.

Calkins Hardware Co., Nampa, Idaho, recently purchased a new building, to give them facilities for carrying an increased stock. They report the outlook all that could be desired.

E. J. Owenhouse, Bozeman, Mont., has sold his interest in the Owenhouse Hardware Co. to Messrs. E. Fisher, F. W. Benepy and F. A. Waldorf. Mr. Owenhouse is at present spending the winter in California.

J. M. Hartzell, formerly of Tucson, Arizona, has taken a position with Jack Grossman Hardware & Implement Co., Casa Grande, Arizona. He will manage this department of the business. Mr. Grossman will devote his time to irrigation and pumping department.

Levi C. Omen, for the past ten years connected with the Whiton Hardware Co., has been named as sales manager for the Seaboard Import & Export Co., a new Seattle corporation recently organized by the officials of the same company. Mr. Omen will leave shortly for a visit to the Orient.



We are illustrating here with Gentleman's Pen Knife No. 6, which the George Borgfeldt Co., of New York, the sole distributors, claim to be the most practical and low price pen knife of its kind made.

They are neat and flat and desirable for vest pocket use. Formerly all low priced pocket knives were imported and not made in this country, but the George Borgfeldt Company are now in position through special improved machinery to overcome the previous high labor cost and by their quantity production are in position to manufacture pocket knives at a low price.

The blades are made of high carbon steel, properly tempered and ground to a sharp cutting edge.

They will be glad to give full information to any of our readers upon request.

R-W FAMILY FROLIC

Sometimes one hears from a pessimist or from one of Bolsheviki tendencies that there is "no sentiment or feeling in business"—that it is merely a "matter of dollars" and "business is conducted in a cold-blooded way."

Anyone who has had very much business experience knows that while there are such institutions, it is the exception rather than the rule, and were there no other than a selfish interest, manufacturers, merchants and employers generally realize the advantages in inculcating a family feeling among their associates and employees.

Indicative of this feeling, the Richards-Wilcox Mfg. Co., of Aurora, Illinois, are leaders in such work.

We have previously referred to the gatherings of the employees of their institution and the more recent occasion was that of the "Family Frolic," in which all their employees and their families joined in the gathering, approximating almost 600 in number.

Various forms of entertainment and sports for men and women were indulged in, and to close the evening, refreshments were served by the company. Their employees all voted they had a royal good time.

All arrangements are made and the expenses are borne by the company.

A tribute was paid to Mr. Fitch, president and general manager, by all the employees in a signed statement, for his liberality in providing for such occasions, which is a part of the Richards-Wilcox policy. To a large extent this family feeling is responsible for the interest which is taken in the R-W line by all of their force, and naturally results in an increase output and a better product.

Mrs. M. M. Hart is desirous of disposing of the implement part of her business, previously run in connection with the Shenon Hardware & Implement Co., Shenon, Idaho.

The Hamilton Hardware Co. have leased additional quarters at Colfax, Washington, in order to give them facilities for increasing their stock. They report an excellent business outlook.



COFFEE—HOT AND CLEAN—FOR RETURNING SOLDIER

The American Red Cross Canteen Service Department in Chicago and other cities has found a new way to keep their coffee piping hot when they meet the returning soldier trains.

Sturges & Burn, Chicago, Ill., have built and supplied these coffee containers which assure to the last soldier in the line a cup of coffee just as deliciously hot as that enjoyed by the first man.

It consists of a Sturges Refrigerator can, such as is used by cream shippers in shipping their products and keeping it cool and sweet in hot weather. This can is fitted with a special cover which fits snugly. This special cover has a faucet and an air pressure pump. The latter has been perfected to the point that it develops a pressure which will empty a 10 gallon can in 1½ minutes.

With a view of making the whole outfit perfectly sanitary, the faucet is removable in parts for sterilizing. The inside of the can is heavily tinned and all seams soldered smooth—easy to clean thoroughly. This is a contrast to the old hurried, unsanitary method of serving the coffee from large buckets, dipping out, cupful after cupful. No flying dust or dirt can possibly get into the coffee before it is drawn from the faucet on this can, and the construction of the can assures that the last cup of coffee drawn will be as hot as the first.

Cream shippers will appreciate why this is true. Those who have used Sturges Refrigerator Cans know that they are unaffected by outside temperature—heat or cold. Many demonstrations and years of actual use of these cans have proven that they will carry cream during hottest weather over hundreds of miles and deliver their product sweet and cool at destination. It is obvious that its construction is equally correct for keeping liquids hot in cold weather and this clever adaptation of them to Red Cross canteen service is not only a patriotic contribution, but offers many possibilities for similar use in a commercial way.

Sawyer Bros., Galt, Cal., are planning to discontinue a number of the departments of their business, and to continue solely in the general hardware and implement business.

MAGNETIC CLOTH

is one of the best domestic helps known, instantly removing grease, burned foods and all dirt from kitchen ware.

It is valuable also in cleaning vegetables of various kinds, as well as cleaning tile work, marble or brown stone steps; being as pliable as cloth, as efficient as the best abrasive, it being made to slip on the hand like a mitten.

It appeals to the domestic housewives and is a profitable and ready seller wherever it is shown.

John W. Gottschalk Mfg. Co., of Philadelphia, Pa. will be glad to give full information to any of our readers upon request. The trade of the far West being supplied by their Pacific Coast sales representatives, McDonald & Linforth, of San Francisco, Cal.



A REMARKABLE RECORD

The Pioneer Club of E. C. Atkins & Co., saw manufacturers, held its annual banquet and smoker at the Spencer House in Indianapolis, recently. The club was founded in 1906 by 62 employees who had been with the company 20 years or more. The organization now includes 152 members with periods of service ranging from 20 to 49 years.

All the officers of the company are members, also employees from every branch of the industry, as well as salesmen in various parts of the country.

The oldest living employee is Charles F. Auman, who entered the service of the company in 1870 and is now filling an important position in the factory. He related many interesting occurrences of the days when the great Atkins organization was much smaller and much younger.

Lieutenant W. J. Montgomery, who worked his way through the plant from an errand boy to the position of salesman, was one of the honor guests. He is one of the 236 men on the Atkins honor roll and participated in the battle of Catigny on May 28, 1918. Lieutenant Montgomery gave an excellent talk on some of his war experiences.

Another honored guest was Harvey Avery, of Traverse City, Mich., who has been with the company for 30 years. He was just recently "80 years young" but is hale and hearty and is still a traveling salesman for the Atkins Company.

The evening's entertainment was arranged by the Advertising Department, and was a surprise to the club. The pioneers first joined in singing patriotic songs. They were followed by Miss Ione Booth, soloist, and the Congregational Trio, both of whom sang a number of delightful melodies. The Montani Orchestra also furnished music during the banquet and later in the evening. Several novel vaudeville acts amused the guest, and dancing closed the two hours of enjoyment.

SEBCO PRODUCTS

The Star Expansion Bolt Co. are the sole owners and patenters of SebcO Products, and have recently issued Handy Price List Number 24 M, supplementing their regular catalog.

It illustrates and describes their well known expansion bolt, as well as screw anchors, double expansion bolt, Star single expansion bolts and New York expansion bolts, as well as their closed back expansion bolts, their Star drills, stone drills, drill heads and toggles, which are also illustrated and described.

This little supplementary catalog should be in the hands of all of our readers, as it contains information every merchant should have available.

WHITLOCK "ROPE SCHEDULES"

A new and useful set of "Rope Schedules" has recently been issued by the Whitlock Cordage Company, 46 South street, New York City, manufacturers of high-grade Manila cordage products. The schedules are devoted to the company's Whitlock All-Manila Rope and consist of two tables which are most conveniently arranged for ready reference. One table gives the sizes, both diameter and circumference; weights, in coils and per 100 feet; lengths, for full coils and feet in one pound; and strengths, both breaking strengths and working strains, the latter being figured at about 20 per cent of the breaking strengths for efficiency in every-day service.

In the other table is given the approximate cost per 100 feet for all sizes of Whitlock All-Manila Rope from $\frac{1}{8}$ diameter to eight-inch circumference at basis prices from 10 to 30 cents per pound.

This table is printed in black and red inks, the "basis" price and the "item" pound price of each size being printed in red ink, and the cost of 100 feet of each size given in black ink. At the foot are instructions for obtaining costs per 100 feet at prices higher and lower than those given in the tables, as well as for obtaining the cost of any number of feet. Figures in the table are calculated on the net weight of rope, and the tare is stated to average not over $1\frac{1}{2}$ per cent.

Readers are cautioned to "use these tables only for Whitlock All-Manila, which has greatest yardage and lowest cost per 100 feet at a given pound price. Whitlock All-Manila is guaranteed superior to U. S. Government standard specifications in quality of fibre, yardage and strength."

Whitlock "Rope Schedules" measure 9x11 inches, are substantially bound and varnished inside to prevent soiling, and will be found extremely convenient for desk or counter use. They prove of great value to everyone interested in Manila rope. Copies may be obtained from the Whitlock Cordage Company on request.



WHITMAN & BARNES CATALOG NO. 91

Whitman & Barnes' catalog No. 91 of twist drills, reamers, wrenches and drop forgings has just been issued, and as usual this catalog is in keeping with the high quality of the W. & B. products.

This catalog is gotten up in a most convenient as well as compact shape, and gives much valuable information with reference to their complete line.

It is indexed for convenience and ready reference so that anyone looking for information with reference to any special tool or equipment is able to turn to it at a moment's notice.

This is information that every buyer, both wholesale and retail, as well as mechanic, machine shop, and the trade generally will find most convenient to have on hand for ready reference.

It comprises all the products manufactured in the machinists' supply line, including their carbon and high speed twist drills, reamers, screw and drop forged wrenches, spring cutters and keys.

Their Akron, Ohio, factory is devoted exclusively to the manufacture of twist drills and reamers, while wrenches of all kinds, special forgings and cutters are produced at their Chicago factory.

USEFUL HOUSEHOLD ARTICLE

Christian Schlicker Manufacturing Co., of Rochester, New York, are the manufacturers of what they claim to be the only practical pineapple eyesnip on the market.

It is an article that should be used in every household and needs only to be sold or demonstrated to make sales.

There is no spring to corrode; it does clean work, as the juice of the pineapple cannot run down the handle on one's wrist.

It is also used for coring apples and quinces, as well as shredding pineapples and potatoes, removing eyes from potatoes and stems from tomatoes.

It is a readily selling article and carries a profit for the merchant.

Christian Schlicker Manufacturing Co. will be glad to give full information to any of our readers.



A CHANCE TO CLEAN UP

is the title of a very interesting circular issued by the Peter Boller Machine Works, Chicago, showing their line of mop wringers.

These mop wringers they claim to be the best on the market because they are crank mop wringers, built on the principle of a clothes wringer.

When you come to think of it one would not think of pulling clothes through a wringer instead of turning them through with the crank. They think of saving the mops, just as the wringer manufacturer thinks of saving the clothes.

There are large openings for inserting the mops with long foot pressure leverage for drying same.

The one piece steel guards positively prevent any slopping of water over the pail or catching the mop at the ends of the rollers.



The patent feature on these wringers enables the weight to be carried by the steel frame and not by the pail.

Their mop wringers have points of merit and superiority not found in any other, and the Peter Boller Machine Works will be glad to give full information to any of our readers upon request.

ROPE RULES SAFETY AT SEA

A life-boat in mid-air, swinging over the water as the crew lowers this group of life-belted passengers down to its only hope on the heaving breast of the deep—such is a dramatic picture in any event. Particularly is it so when vividly done in poster colors, against a golden sky on a sheet 14x24.

Perhaps it was a submarine that threatened these lives, or it may have been a submerged rock. When they soon cast adrift in their open boat they will again be exposed to the danger of storm and exposure and hunger. Yet while they are suspended between the davits of their past and the waves of their future they rest secure. For this lifeboat is rigged with Columbian Manila Rope.

The poster is part of the publicity program of the Columbian Rope Company, and it is no ignoble part. It imparts pure delight along with its information. It may be obtained by application to the company at its home office in "The Cordage City," Auburn, N. Y.

A HOUSEHOLD NECESSITY



The Lazarus Manufacturing Co., of Cleveland, Ohio, whose ad appeared in the April issue, manufactures a complete line of Home Safes, which are popular priced.

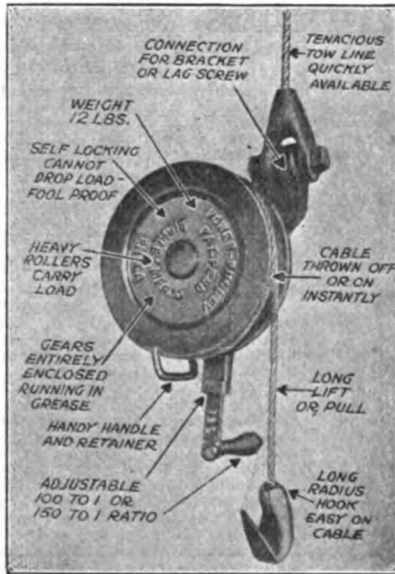
With nearly everyone the possessor of Government Bonds, Thrift Stamps, Valuable Papers, etc., a SAFE in the Home is now considered a household necessity.

The manufacturers state that their Safes are substantially built, filled with a fire-resisting composition. The steel walls and interior compartments are electrically welded, rendering them absolutely fire and burglar proof.

The Safe illustrated here is their Model F No. 9, which is sufficiently large for all requirements. They manufacture their Safes at prices from \$12.00 to \$30.00. They are sold through the hardware dealers and there should be an unlimited field for this line.

A new hardware and furniture store has been opened at Anderson, Cal., by Messrs. Willia, Rice and Harry Story. They will handle a full line of hardware, house furnishings, farm implements and sporting goods.

H. L. Hansen has recently opened what is known as the Red Front store at Port Townsend, Wash. He is also adding a stock of hardware and furniture. He has purchased the entire hardware stock formerly carried by Miller & Peach, and plans to add to it.



BICKLEY POWER PULLEY

In bringing out the new Bickley Power Pulley, the Bickley Manufacturing Co., 1033 Chestnut street, Philadelphia, introduce us to a labor-saving device, which upon first sight, suggests many helpful uses to anyone who ever has had heavy moving or hoisting to do.

The principal of the Bickley Power Pulley is simple. It weighs 12 pounds; packs into a box $8\frac{1}{4} \times 7\frac{1}{4} \times 3\frac{1}{2}$ inches. Its hoisting or pulling ratio is adjustable from 90:1 to 150:1, which makes it possible for one man to exert a draw bar pull up to a ton easily, with an effort far less than that heretofore possible with any similar device. It will skid several tons along horizontally, or more if rollers or wheels are used. A loaded freight car can be moved with it.

Overhung construction permits removing or replacing cables on pulleys without laborious winding. The angle-eye makes attachment to brackets easy. Ratchet handle permits pulling or hoisting in restricted places. Long radius cable hooks prevent injury to cable. The carrying handle locks the cable on the pulley when in your tool chest, preventing unwinding.

For any sort of auto repair work such as righting overturned cars, removing engines, or any other heavy parts, for handling heavy loads about factories, for towing disabled autos or trucks, the Bickley has demonstrated its versatility and adaptability.

Some work recently encountered has brought out a new use for the Bickley. Its inventor, Everett H. Bickley, was walking down Chestnut street, Philadelphia, Pa., recently, carrying the pulley with him in its neat case for demonstration.

Two men were having great difficulty in setting up a revolving door. Mr. Bickley suggested that he could help them. In a few seconds the Bickley Power Pulley was attached to a frame work overhead and the cumbersome door quickly hoisted and lowered into perfect position.

In another case, a piston had seized in the cylinder of a small gasoline engine, and it seemed impossible to budge it. A Bickley Power Pulley attached to an overhead beam quickly removed the cylinder without breaking rings, without hammering, and without effort.

The device operates upon hardened steel rollers &

inches diameter within the body. The latter is a casting and protects the interior from dirt and grit. The rollers and gears operate in graphite grease.

The manufacturers furnish various lengths of $\frac{1}{4}$ steel cable to make up 23 feet total. A pulling speed, 6 feet per minute, obtained quickly, does the work.

The tow cable has yokes at each end through which a bolt can be placed, secured by a nut. In use as a hoist, one end of the cable is attached to the pulley and the other end fastened around anything stationary overhead by means of the yoke and bolt.

The outfit sells for \$18.00.

Also may be had with three (3) pressed steel stakes and plow steel tow line for \$1.00 additional.

A USEFUL TELEPHONE TIMER

We are illustrating herewith a three-minute time glass for attaching to telephones, made by the Silver Mfg. Co., Brooklyn, New York, for which there is an increasing demand.

In view of the increased telephone rates, which have resulted from the government taking over the telephone lines, there is a demand for an attachment that will notify telephone users when the three-minute time limit is reached.

This device is also adapted for various mechanical operations, where it is necessary that the operation be confined to a definite time limit.

In mixing concrete it is necessary that the mixing act be made thorough, and completed in as brief a time as possible. In such a case the foreman uses one of these instruments clamped upon his thumb, or two fingers of his left hand, and he always has it in view so he can gauge and direct his workmen accordingly. He doesn't have to lift his eyes to a timepiece or fumble for his watch.

For cooking also the device is very useful, particularly for cooking objects or substances which it is desired not to overcook, such as eggs, oysters, clams, etc.

The angular shaped ends of the arms also constitute a sort of wedge at the ends of the elastic sides so that the arms may be thrust into any suitable crevice, like the crevice between a desk slide and the top of a desk.

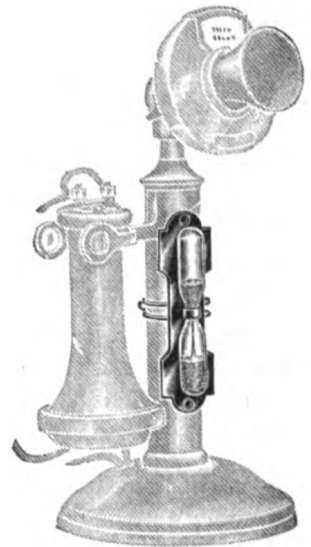
The ends may be sprung together also and the two thrust into any vertical crevice, like the keyhole of a desk.

There are various uses to which this time-measuring apparatus may be utilized besides that of the telephone.

The Silver Co., manufacturers of a variety of household utensils and appliances, will be glad to send descriptive matter and give full particulars to any of our readers.

P. Latham has disposed of his interest in the Attaway Latham Hardware Co., Mesa, Arizona, to M. C. Phelps, who is at present a member of the Attaway Phelps Ginning Co.

Rasmussen Hardware Co., Coeur d'Alene, Idaho, have recently leased a new building, which will give them facilities for carrying increased stock.



Business Opportunities

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years' of age. Married. Address "T. A.," care HARDWARE WORLD.

I WANT A POSITION

In a small town in Southern California as sheet metal worker. I am also an acetylene welder. I can take charge of shop and run the work. I am strictly sober and attend to business. I can also sell hardware and implements.

Address "J. T. N.," care HARDWARE WORLD.

WANTED

Live wire experienced salesman, calling on hardware trade to sell on commission as a side line. Well established product for manufacturers having no selling force. Product is 20 years old, is nationally advertised and well known for its reliability. No samples. Liberal commission. Write at once for details, stating territory you cover and give references.

Box 1919, care HARDWARE WORLD.

FOR SALE

New Perfection and New Process Oil Cook Stoves at less than cost. Ira F. Richardson, 2606 E. 81st St., Kansas City, Missouri.

FOR SALE

Hardware stock located in Tacoma, Wash., old-established business, fine opportunity. Address inquiries to B. M. A., care HARDWARE WORLD.

FOR SALE

A good growing hardware business in the choicest part of the West, where prices are good and the future the best. Partnership the reason for selling. About \$10,000 required. Address "L. & S.," care HARDWARE WORLD.

FOR SALE

Offer for sale to substantial firm patent on superior, folding saw-clamp every carpenter wants. Also entertain bids for manufacture. Also offer Patent No. 1, 274,663 basic for potato and vegetable peeling brush of rich possibilities as household specialty. Ernest Potts, 1569 East Everett, Portland, Oregon.

FOR SALE

Fine opening—established, paying retail hardware business. Ideal location in Illinois. Bargain for cash. Address "R.," care HARDWARE WORLD.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner. Share will invoice about \$10,000. Good reason for selling. Must sell by January 15th or no sale. Address "Colorado," care HARDWARE WORLD.

FOR SALE

Four sections up-to-date hardware fixtures, crated and ready for shipment. In good condition. Photograph will be furnished. First National Bank of Alger County, Munising, Mich.

FOR SALE

Only Harness and Auto Repairing Shop in small interior town, on State Highway. Good business for right man. Pays from \$20 to \$40 per day. Will sell for cash as per invoice. Reply Box X, care HARDWARE WORLD.

FOR SALE

Owing to the continued ill health of the owner, will sell a well-established hardware business, located in a thriving little city, in one of the richest lima bean and lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 80x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

FOR SALE

The only hardware, implement and auto business in a good railroad town. Best farming center in Wisconsin.

Stock and fixtures.....\$15,000
Buildings.....4,500
Dwelling.....8,500

Stock can be reduced; contracts for leading machinery and automobiles. Two story and basement. 40x60 main and 22x40 hardware buildings. Address "F. S.," care HARDWARE WORLD.

FOR SALE

The E. R. Moses Mercantile Co., of Great Bend and Hoisington, Kansas, offer their department stores for sale. They have the largest and best stores of their kind in the state and, being forty-three years in business, are simply retooling. They will sell their stores as a whole or the departments separately in separate buildings. They have the largest and finest fronts, finely equipped to do business and to attract business. Their different departments are as follows: Implements, automobiles, tractors and machinery; tinning, plumbing and sheet metal factory; furniture, undertaking and musical department; hardware, stoves, graniteware and queensware and novelties; watches, clocks, jewelry, silverware, glassware and optical department. In addition to these departments at Hoisington is a department of boots, shoes, hats, caps and gent's furnishings. Parties that want a first-class business of forty-three years' standing, well located, cheap rents and the best wheat raising country and in the best towns with the latest improvements—step right into a good business, write E. R. Moses Merc. Co., Great Bend, Kansas, for full particulars.

WANTED

A young man who has had practical work as assistant or understudy to experienced general hardware catalog compiler. Permanent position if services are satisfactory. Address "S. P.," care HARDWARE WORLD.

WANTED

Local export salesman—Steel Box Strapping, Hoops, Bale Ties, Shipping Room Supplies—with large established manufacturer. Knowledge general steel products desirable, and must understand export conditions. Excellent opportunity for right man. Address "X. Y. Z.," care HARDWARE WORLD.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.



The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15-20 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$42.00
Jobber's Assortment (12 Doz.).....\$16.80
Open Stock, all colors, per gross.....\$16.80
2% Freight allowance. F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

The Trinkler Dohrmann Co., San Jose, Cal., have recently been remodeling their crockery and hardware department in order to give them facilities for carrying an increased stock. They are large distributors of everything pertaining to household equipment, including stoves, washing machines, electric appliances, etc.

The Hyden Hardware Co., Owensmouth, California, reports an increasing demand for electric appliances in their community. In fact hardware merchants all over the country are becoming large distributors of electrical appliances and equipment.

McGowan Bros., West 701 Sprague avenue, Spokane, Washington, recently remodeled their entire store and are adding a line of general hardware for the retail trade. Some time ago they announced their intention of retiring from business, but they are now quoted as stating they expect to install a complete hardware line for the retail business.

BUSINESS OPPORTUNITIES—Continued

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Cal.

MANUFACTURER'S SALES AGENCY

Calling on Jobbing and Retail Trade are wanting a few more good accounts, with Manufacturers of Hardware Articles and Specialties, for the State of Nebraska (the richest Agricultural State in the Union) on a commission basis. We have a well organized and experienced sales force, all familiar with the trade. Can furnish A-1 financial rating.

Address P. O. Box 441, Norfolk, Nebraska.

OPPORTUNITY FOR A GOOD MAN

An old-established Hardware Company wishes to add Furniture to its present lines and is desirous of securing a reliable and experienced furniture man, who is willing to take charge of the furniture department. The present business is incorporated and is in a growing and prosperous condition and has been a money maker for over 37 years. Sales for 1918 were \$45,000 and are capable of considerable increase. The lines carried at present are: Hardware, Stoves, Paints, Oils, Heating, Plumbing, Sheet Metal Work, etc. No implements. Situated in one of the most prosperous sections of Kansas, where land is selling for \$125 to \$175 per acre. Have the best location in town and plenty of fine display space. Town has population of about 800 and has electric lights, waterworks, paving. There will be practically no competition in the furniture line. Here is an excellent opportunity for a thoroughly reliable man with ability who wishes to associate himself in an old-established business. This concern will bear the closest inspection and investigation and in turn would demand the same. Address "Kansas," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Missouri.

MANUFACTURERS' AGENT WANTED in every state in the Union. We want representation for our line of spring and solid eye grain bag, flour bag and packing needles, by a responsible firm or agent calling on the hardware trade. Our needles are considered the standard of this country and our prices are right. Address Box 1016, care HARDWARE WORLD.

COUNTRY TOWN TINNERS AND PLUMBERS WANTED

To learn pattern drafting; make your own barn ventilators, furnace fittings, shop repair work, tanks, radiator repairing, plumbing, steam and hot water heating. Our drafting courses have stood pre-eminent for nine years and are what you desire to advance. The National School of Drafting, St. Louis, Mo., U. S. A.

WANTED

Road salesman to cover Missouri, Southern Illinois, Minnesota, Kansas, Nebraska and Colorado; calling on wholesale hardware and shoe findings trade, for a large Massachusetts Corporation.

Age, from 28 to 40. Only those giving age, experience, references and salary required will be considered. "O. T. A.," care HARDWARE WORLD.

The Canby Hardware & Implement Co.'s store, Canby, Oregon, was recently burglarized of a small amount of cutlery.

D. K. Parker sold his interest in the Artesia Hardware Store at Artesia, Cal., to A. L. Parker, who plans to increase the stock.

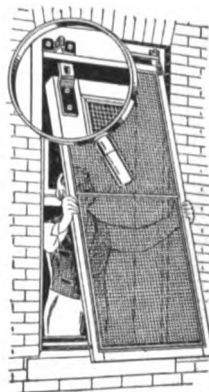
Work has begun on the store building being erected for the La Crosse Hardware Co., Corcoran, Cal., which will give them facilities for carrying an increased stock.

Herman W. Ehlen has announced the purchase of the entire business of the Orange Hardware Co., Orange, Cal., Mr. Chaffee, who was formerly associated in the business, retiring.

C. L. Richards, formerly Sergeant in the service in France, has returned to Centralia, Washington, and is president of the Oliver Rickard Hardware Co. He reports a splendid outlook for business.

The hardware business of the Ford & Sanborn Co., Salinas, Cal., has been sold to C. W. Ayer, for many years connected with the institution, and he will conduct the business under the name of the Ayer Hardware Co. He has been manager of the hardware department of Ford & Sanborn for the past twelve years, previous to which time he had an extended experience.

PHENIX HARDWARE SPECIALTIES



The Phenix Mfg. Co., Milwaukee, Wisconsin, are well known manufacturers of Phenix hangers, fasteners for storm sash and full and half length window screens, loose joint hinges, pulls or screen lifts, corner braces, flush and corner joint fasteners, anti-rattlers, ventilator sash locks, storm door chains, window ventilators.

There is an increasing demand for these Phenix specialties, all being protected by patents, they represent the latest improvements in their respective lines.

They are sold by jobbers generally, but the Phenix Mfg. Co. will be glad to send free samples to any of our readers, who may be interested, so confident are they they will prove satisfactory and result in increased demand.

They will also be glad to send their catalog upon request.

H. H. Elliott, of Dixon & Elliott, Santa Rosa, Cal., recently sold a half interest in the firm to E. W. Gould.



556 CALPAO O. W.
FORMULA
100% Pure
Outside White Base
PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%
Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID 100%
Cal-Pa-Co Pure Linseed Oil..... 90%
Cal-Pa-Co Pure Turpentine Dryer..... 10%

100%

JOBBERS

STAYNER & DALY
Salt Lake City

KELLY, THORSEN & CO.
Portland

Do You Know Any Paint as Good?

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles

Plumbing and Heating

GET STARTED — NO REASON TO WAIT

(By F. H. Knapp,

General Manager Pittsburg Water Heater Company)

We have read a great deal of late on the subject of reconstruction. My opinion is that we are using the wrong word, for the very large majority of manufacturers in this country really haven't any reconstruction work to do.



The thing that is necessary is to get started; go into the market and buy a reasonable amount of raw material; employ a force of mechanics and build a quantity of their product of whatever it may be.

This attitude on the part of the manufacturer will have a decided influence on all branches of industry throughout the country.

You know what we really need to start things good is a payroll being distributed every two weeks, and if the manufacturer has the confidence in the future that he should have, then he is going to start the ball rolling himself, and depend upon the consumer falling into line in the near future and placing orders to consume this manufactured product.

I recently attended the first general meeting of the American Gas Association which has been held in two years. The papers which were read convinced me that the commercial depart-

ments of the gas companies are optimistic and will do active work along the lines of distributing gas appliances in a short time.

One of the papers laid particular stress on the subject of giving service to the consumer who was using gas appliances, claiming that this service must be given to retain the confidence of the public and also to influence them to buy a high grade of gas appliances from the gas company.

There has been some question about the marketing of gas appliances until the price should be materially reduced. I cannot see how this will be possible for some time to come, for the reason that iron castings are more expensive today than they were a year ago; labor for producing gas appliances costs about 33 1-3 per cent more than it did a year ago—the only reduction in cost is in the copper tubing and that is not sufficient to off-set the advances on the other material and labor.

We predict now that within a period of six months from date it will be a question of capacity of the factories rather than the necessity of hunting for orders.

WHAT IS WISE SPENDING?

Wise spending is the foundation of intelligent saving.

We must spend to live; just as we must work to earn.

If we spend foolishly, we get less for our work, have less to save, less to spend in the future.

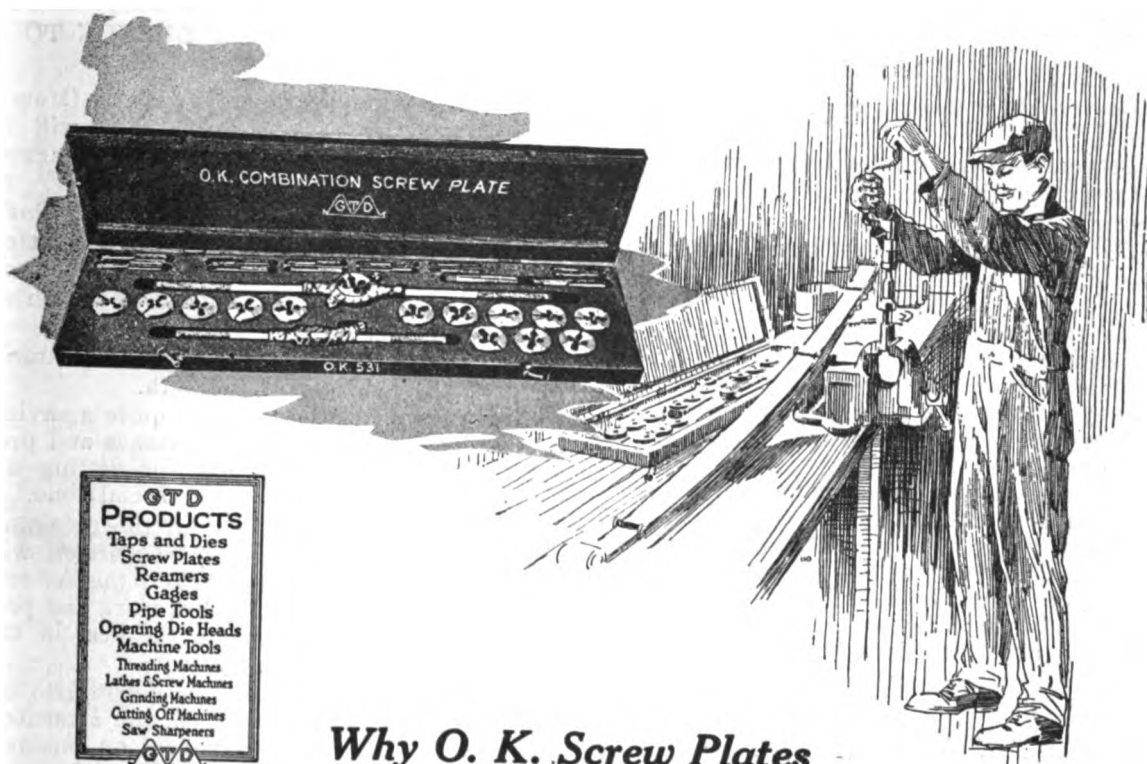
Wise spending means that we think before we spend. Then we buy, to our ability, what we really need today. But we wisely hold some money for tomorrow's, or next month's, or next year's needs or unforeseen emergencies.

Wise spending gives us more for our work now, and leaves more money for future spending.

It is getting full value in goods, comforts, service, advancement and fun.

War Savings Stamps are a wise purchase.

Don't turn down the commercial agency man. Perhaps you can buy all the goods you want to, but there will come a time some day when you will want a good rating.



Why O. K. Screw Plates are Good Sellers

Adjustable Guide Stock

The O. K. Stock, with its adjustable guide, takes the eye of every prospective customer. Handy, light and easily adjustable.

O. K. Dies

are forged from bar steel and provided with spaces in the back for chip clearance to prevent clogging. Your customers will like them.

O. K. Screw Plates

are low in price but high in quality. We stand back of them as solidly as we do all other GTD products. Your jobber has them.

Send for
Catalog No. 40 A
showing
complete line



Greenfield, Massachusetts, U.S.A.

World's Largest Manufacturers of Screw Cutting Tools

New York
28 Warren St.

Chicago
13 South Clinton St.

Detroit
74 Congress St. W.

Canadian Factory Wells Bros. Co.
of Canada Ltd. Galt, Ontario

DO YOU KNOW THE FACTS ABOUT YOUR BUSINESS?

Do you know what it costs to operate your store?

Do you know what each department of your business is costing you per day, week, month, or year?

Do you know which departments or lines are profitable and which, if any, are not paying?

Do you know beyond possibility of doubt that selling prices cover expenses—and provide a fair margin of profit?

Do you know how your gross and net profits for this year compare with those of last year?

Do you know how big your stock is today, how much your gross profit was last week, how much your net profit was last month, the amount of your monthly expenses, and the percentages of these items?

Do you know when and from where your profits and losses come?

These plain, straight-from-shoulder questions simply state some of the problems that are being solved every day by business men who are forging ahead.

If you know the answers you are in a position to turn losing months into winning ones; to replace unprofitable departments or lines with profitable ones and, in short, to manage your business wisely in the face of increasing costs.

In these days of quick sales and small profits it is unwise to sail the business ship, large or small, without the figure facts, which are surprisingly easy to get.

THE GAME OF GETTING AHEAD

An all-year game, indoor and out. Specially fine for rainy days.

Men, women, and children can play it—everybody—but some are better than others.

The only game that actually pays you money for playing it.

One name for it is "Thrift," but some call it "Wise Spending," "Avoidance of Waste," "Intelligent Saving," "Safe Investment," "Family Efficiency," or "Looking Ahead."

The easiest way to become a good player is to get a Thrift Stamp card and a War Savings Certificate and then "lick" yourself into financial shape.

And the more you train the more you will have to spend for worth-while things.

Ralph M. Lucas, formerly manager of the Standard Plumbing & Heating Co., Spokane, Washington, and William Lucas, for seven years secretary of the same company, have opened a plumbing and heating shop at West 919 First avenue, where they will handle a full line of plumbing and heating supplies under the name of the Lucas & Lucas Plumbing & Heating Co.

MASTER PLUMBERS OF OREGON TO MEET

The 1919 Annual convention of the Oregon State Association of Master Plumbers will be held at Astoria on May 10th, with headquarters at Weinhard Hotel.

The up state delegation will gather at Portland in time to join the Portland Association in an all night on the Columbia excursion on the evening of the 9th, arrangements for which have been made.

The excursion boat will arrive in Astoria early on the morning of the 10th.

This arrangement will mean quite a saving in fares for those living at a distance and provide a delightful opportunity for getting acquainted and for a preliminary social time.

It is fully expected that all the delegates who are fortunate enough to be married will bring their wives with them, and the Astoria Association members are hard at work and propose to make this convention the best in the history of the state organization.

The morning session will be devoted to organization and committee work, the afternoon program to addresses and papers on business topics, and in the evening the annual banquet will be held in the banquet hall of the Weinhard Hotel.

The visiting ladies will be taken in charge by the local entertainment committee and autos provided for visiting all local points of interest.

It is planned to spend Sunday at the beaches returning home by train or boat Sunday night.

A special boat will leave up river at the close of the banquet.

PORTABLE ELECTRIC DRILLS

Attention is directed to the announcement of the Standard Electric Tool Co., Cincinnati, Ohio, large manufacturers of portable electric drills and grinders.

The demand for such labor and time-saving equipment is growing rapidly, and is much greater than ever before.

Every tool they manufacture is guaranteed for one year, both electrically and mechanically. Ball bearings are used throughout their entire equipment.

Their Universal Drills and Grinders operate on both alternating and direct currents and are perfectly interchangeable.

The United States and foreign governments purchased thousands of their tools during the war, demonstrating the economy and efficiency, which made an increased demand for this line.

The Standard Electric Tool Co. will be glad to send bulletins and descriptive matter to any of our readers upon request.



M. L. KLINE

**Plumbing, Heating, Mill
and Steam Supplies**

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling
in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Now Is the Time to Sell Pittsburgh Water Heaters



Spring is almost on us. People are letting their furnace fires go out. Are you prepared? If not, it's high time you were ordering your line of Pittsburgh Water Heaters—right now.

The next six months will usher in a golden opportunity for selling tank and hot water heaters. And you should choose a line that will be satisfactory to the consumer and profitable to you. That line is Pittsburgh Water Heaters.

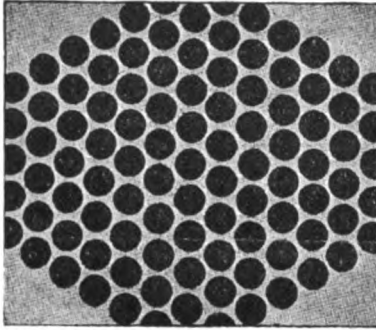
Pittsburgh Water Heaters are real profit makers in the plumbing trade. When you estimate on installing a "Pittsburgh" you can feel safe. There will be no returning to the job to eat up your profits. And you will have a satisfied customer as a basis for future sales in other lines. Over 100,000 satisfied users testify to the worth and dependability of Pittsburgh Water Heaters.

Many plumbers think that the installation of gas burning water heaters should be left to the company supplying the gas. This is wrong and he thereby loses the profits from such installations. Write us today for descriptions of our automatic and tank water heaters. Add them to your line. Push them and watch your business grow.

Pittsburgh Water Heater Company
Pittsburgh, Pa.

THE BEE IS A GAY DECEIVER.

Bees have long been credited for cleverness in building honeycombs of perfect hexagons, but now comes a scientist who calls Mr. Bee a nature fakir and backs up his claim with the following statement:



ALL IS NOT HEXAGONAL THAT SEEMS

Look at these circles with the eyes nearly closed, and you will see why the circular cells on the surface of a growing honeycomb give an optical illusion of six-sidedness.

"The optical-illusion hexagons on the surface of any growing honeycomb disappear the moment they are examined with eyes wide open. Take a collection of circular dots, or look at the ends of a pile of lead pencils with the eyes partially closed and looking through the eyelashes, and immediately they all become hexagonal. The appearance is really all owing to imperfect eyes. It is an optical illusion. All growing honeycombs held at a distance or reduced by photography will show the thing dimly. Examine the comb with clear, strong light and under a pocket lens of an inch focus and every one of those hexagons will vanish and the comb will become a plane of circles.

"I have examined hundreds of specimens of natural honeycomb made wholly by the bees, and as many others of the beginning of artificial comb foundation, from the moment when the first masticated particles of wax were placed on the ridge, but without a single exception I have found that the bees worked circularly or spherical. In such cases, like comb built between the top of the frame, where there is room for only one or two rows of cells, or on the ridge of the honeycomb next to the attachment to the wood, the cells invariably are circular in outline."

This is only another proof that people with "good" eyesight can easily be deceived and led to believe in things which are not what they seem. If the sound eye will make such errors, what can you expect from defective eyes?

The master plumbers of Washington are planning to hold their annual convention in Yakima, May 16 and 17.

CITIES AND COMMUNITIES ORGANIZING FOR "OWN YOUR OWN HOME" CAMPAIGN

In order to assist the United States department of labor and to guard against unemployment, a large number of cities and communities are organizing along the lines of the "Own Your Own Home" campaign.

Where it has been begun it gives promise of success. All the communities realize that, owing to the high prices of labor and material, it requires unusual efforts at this time to enthuse the public, hence all the more reason for harder work.

Among the cities which have instituted such a campaign are Cleveland, Chicago, Denver, Salt Lake, Seattle, Spokane, Portland, Milwaukee, Philadelphia, Toledo, Billings, etc.

In each of these cities there is a shortage of dwellings, and the "Own Your Own Home" campaign is being urged as a civic movement. Not only are the municipal officials, but the financial interests, the clergy, clubwomen and labor organizations are taking active part in the "Own Your Own Home" campaign.

There is little likelihood of prices in material or wages coming down, and while the objection is being urged in some localities that buildings constructed at the present prices cannot compete in returns from an investment standpoint with buildings erected before the war, yet, to offset this argument, buildings erected now generally have improvements and features not to be found in the older buildings, and it is but natural that tenants in buildings erected for investment especially are willing to pay increased rental that they may have the benefit of such improvements.

Ora H. King has opened a plumbing shop at El Monte, Cal.

W. R. Carver, formerly city plumbing inspector, has purchased a half interest in the plumbing business of E. H. Grogan, Stockton, Cal. The firm will be known as Grogan & Carver, their present location being with the Stockton Plumbing Supply Co.



No. 32 Torch.
List Price,
Each, \$16.00
Ask for dis-
count.

If You are Looking for Torch Service

and satisfaction, try C. & L. No. 32 Torches. They are made of the best materials by expert skilled labor in the line and are durable and economical, in fact the user will soon save his cost in the saving of fuel alone. The No. 32 is equipped with a powerful burner that produces an intensely hot blue flame. The tank is made of heavy gauge seamless drawn brass, reinforced, that will withstand hard usage. Insist upon having C. & L. Torches and you will have the best. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



Free Copies of this Business Producing

book will be sent you upon request. It will help close many a sale and will create a desire for better plumbing fixtures.

The Book of Bathrooms is a costly book intended to be given to live prospects.

How many do you want?

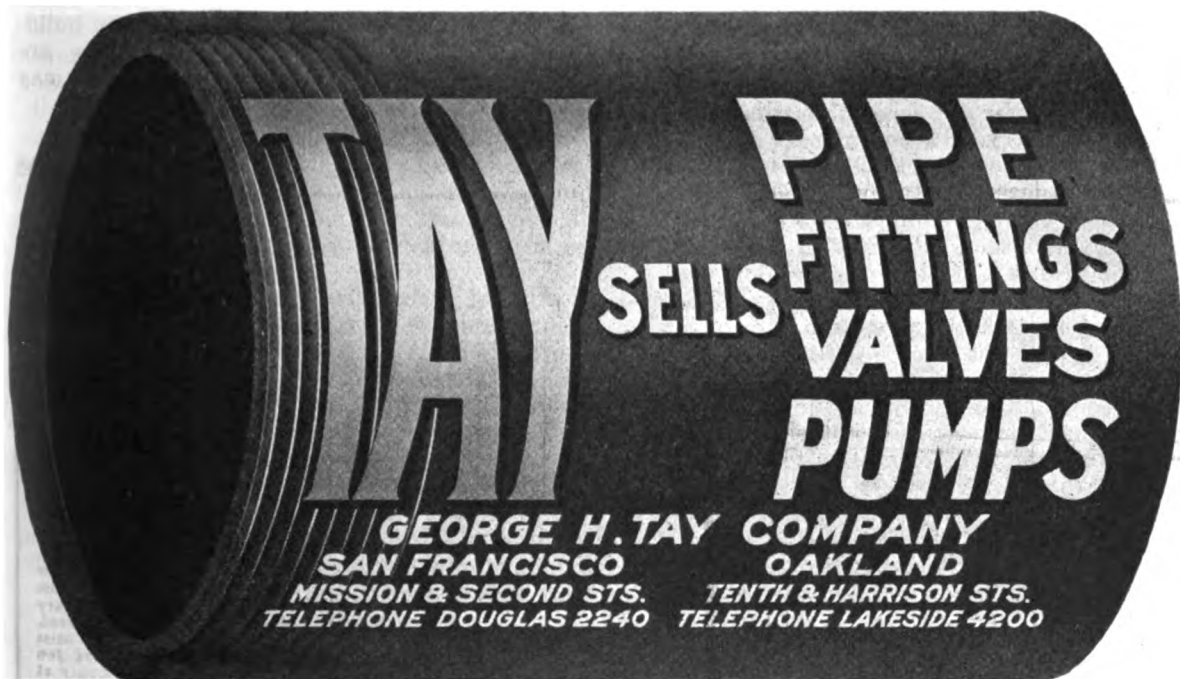
PACIFIC

PLUMBING FIXTURES

Main Offices:
67 New Montgomery St.,
San Francisco, Calif.

FOR SALE BY ALL
JOBBERs

Factories:
Richmond and
San Pablo, Cal.



TAY Sells **PIPE
FITTINGS
VALVES
PUMPS**

GEORGE H. TAY COMPANY
SAN FRANCISCO **OAKLAND**
 MISSION & SECOND STS. TENTH & HARRISON STS.
 TELEPHONE DOUGLAS 2240 TELEPHONE LAKESIDE 4200

DO YOUR BOOKS KEEP YOU?

It goes without saying that the bookkeeping system of every business should be a help in place of a hindrance, and theoretically it is. In actual practice, however, there are cases to support both alternatives.

In businesses large enough to employ one or more expert bookkeepers and occasionally to make use of the services of an expert accountant or an auditor, the situation is different, but in the average retail business of moderate size, the bookkeeping may be a snare and a delusion.

It is fortunate, indeed, for the average business man that the Government is calling for reports. Accurate records are necessary for making these reports. This has forced many a retailer to roll up his sleeves and tackle the situation, in order to find out just where he stands.

At the present time there are many individuals ready to take a place on the payroll and to deliver a very indifferent quality of service in return. Here is an instance, which is not an imaginary one, but can be proved by the facts and figures of a going concern at the present minute.

This business establishment had been fortunate enough to have the services of an interested, bright young woman for something like ten years. She was not an especially skilled bookkeeper, but she had good, sound judgment and had reasons of her own for keeping her accounts just as she did. She understood every figure in every book, but part of the system was one she had worked out herself. It met the needs of the business and was fairly adequate.

Then came the day when this young woman decided to marry. In her place was engaged another who came reasonably well recommended—at least her own opinion was that she could keep any ordinary set of books. After a little explanation, she went on with the system and professed to have no trouble with it. It was an especially busy period for the proprietors, Christmas intervening.

The young woman more than once intimated that she was not getting enough for her services and was finally given more money. It was evident that she was still not satisfied. The first of the new year, or after a term of engagement of a little over three months, she gave up the position to the satisfaction of her employers.

Change of Bookkeepers

The books were found to be somewhat behind, and in the effort to catch them up properly and put them in shape for the corporation and income tax reports, an expert accountant was called in who was also to help the new bookkeeper to get started in her work.

In the meantime, a change in the business was pending, one of the partners having de-

cided to sell out his interests to another man. The purchase price was to be settled according to the actual condition of the business—the inventory, the liabilities, the assets, etc.

Just when everything was practically decided, the expert accountant, who was the principal of a business school in the locality, made some startling discoveries. The work of the bookkeeper immediately before him had not been flawless. A single error, inexcusable because so simple, had been made in carrying forward the balance from one month to the next. This trifling (!) error, represented between eleven and twelve hundred dollars and made the bills payable that much more than they were in reality, thus influencing the figures of the proposed sale to that amount. Within a few minutes, a second error of over five hundred dollars was discovered, and still another of between three and four hundred.

This was a sample of the type of service which had been rendered. Cases were found where details were lacking altogether for the accurate and permanent records, and the heads of the business were much distressed to have person after person come in with receipted bills in one hand and similar statements for indebtedness in the other. Naturally the customers were offended and explanations did not always remove the prejudice. When they get back to their own homes or businesses, such customers are prone to argue that it is the affair of the proprietor to know what his employes are doing, and, if he doesn't know, he is responsible for the results.

Is the Proprietor Responsible.

Many a business man will protest with much show of reason: "I am not a bookkeeper, and if I were I haven't time for all those details. That's what I keep a bookkeeper for, and unless he or she can do the work I don't want him. What am I supposed to do? Check up all the figures and peer into every account to see that the work is being done properly?"

These questions are pertinent and are worthy of consideration. Help is none too plenty and the average business individual is overloaded with cares and responsibilities. It does not lessen them, however, to permit the financial end of affairs to get into a tangle.

Let us suppose that we are considering the case of the average store, where one bookkeeper is kept and there is plenty of time for that person to do the work and do it well. How is the proprietor to be sure that the work is being kept up properly, that mistakes are not occurring and loss resulting?

Suggested Checks and Guards

Here are a few practical suggestions—practical because they can be followed by any person anywhere.

(1) Establish your own bookkeeping system and expect your bookkeepers to follow

**YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY**

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

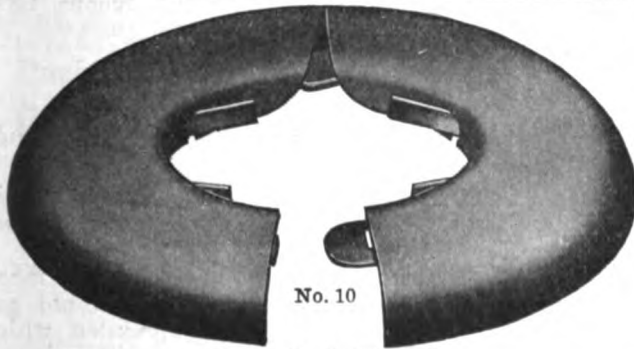
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Plimpton St., Waltham, Mass.



No. 10

No. 10 Steel $\frac{1}{4}$ " to 4"

Famous "B & C" No. 10

Manufactured exclusively by
THE BEATON & CORBIN MFG. CO.
Southington, Conn.

Catalog on Request

The Plates of Quality

Pacific Coast Representative
681 Market Street San Francisco, Calif.

"BUTTERFIELD"

"SPECIAL PURPOSE"—"SCREW PLATES"

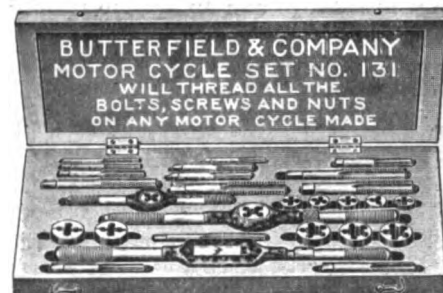


"Ford—No. 133"

Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.

"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.



BUTTERFIELD & CO., Inc., Derby Line, Vermont

Chicago Store—11 South Clinton St.

that system. Do not permit each bookkeeper to make things over to suit herself or himself, for this will result in a hopeless tangle. This does not mean, however, that a bookkeeper may not suggest changes which will be beneficial, but they should be adopted with caution.

(2) If you do not know how or are not sure of the worthiest and best system to use for your business, pay some experienced person to install a system which will take care of all the business facts which you should know. Remember that it is much cheaper to pay a competent man to do this than to run the risk of complications. Before such a system is put in, be satisfied that it will meet your need.

(3) When you employ help in the bookkeeping department, look up references and then judge for yourself whether the individual seems to be reliable and is genuinely interested in the science and art of bookkeeping, for science and art it surely is. It is often a good plan to take such an employe a week or two weeks, or even a month, on trial, and during the probationary period either keep a watchful eye over his work or pay an expert accountant to do it. This may save a lot of trouble.

(4) Where both cash and books are to be handled, consider whether it is not advisable to put such an employe under bond. A bond impresses many an employe with the seriousness of his job, and that is desirable.

Trial Balance Vital

(5) Do not be satisfied with any system which does not give regular trial balances, for unless figures can be proved they do not amount to a thing.

(6) Encourage employes in the bookkeeping department to take a pride in their work, in their accuracy, in their promptness in attending to details and in their skilled management generally.

(7) Provide good materials to work with and then require them to be taken proper care of.

(8) Do not begrudge time-saving and accuracy-insuring devices, such as a check protector, if necessary, and an adding machine, etc.

(9) Do not forget that any employe will do better and will enjoy his or her work more if he knows that good work is appreciated. Do not make the mistake, though, of giving praise unless you know for a certainty that praise is due.

(10) In short, keep your finger on the financial end of your business, so that you will never be embarrassed unduly by the sudden illness or other quick removal of anyone employed. If it is not possible to have an understudy, know yourself what each account means and where all facts and figures may be found.

(11) Keep the books of your business and your business will keep you. Neglect your books and expect a decadent condition and unpleasant surprises before many moons have passed away!

THE ONCE OVER

Take a genuine human interest in the men who are working for you.

Looking at them from the standpoint of machines by which you make money is not the fair way to take.

You cannot measure what it would mean to the men in your place if you would get rid of that cold, unfeeling expression which is on your face and greet them with a pleasant word or even a smile as you pass through the different departments.

If one did realize it, he would drop his disinterested manner.

From a purely selfish motive, profits will be larger if you treat your men white.

The getting of better results should appeal to you if the humane standpoint makes no impression.

But if one's heart is not in sympathy, the mere changing of your manner won't help for long.

On the other hand, the change in manner may be actuated in manner at first by mercenary motives, but being a human being with other human beings ought to bring about a genuine good feeling.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

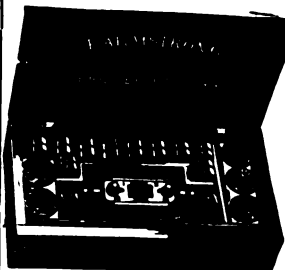
Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made

The LINE that APPEALS at ONCE to YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

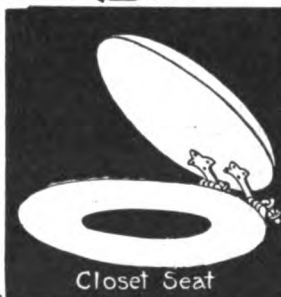
NON-POROUS. GUARANTEED NOT TO CHIP, CRACK OR FLAKE. NOT AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS

C. F. CHURCH MFG. CO.

HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Closest Seat

HEREDITY OUR INITIAL EQUIPMENT— ENVIRONMENT DETERMINES LARGELY WHAT WE DO WITH IT

Anyone who has ever been troubled by having roots work their way into a sewer or water pipe will realize how exceedingly crooked roots can be. When we pay the plumber bill, we are likely to charge them (the roots) with being very crooked, indeed, to put us to so much seemingly unnecessary expense and trouble.

And if we go to grub the roots of a straight, tall tree out of our lawn or garden, we are sure to find that we have quite a task, for the sturdy, underground branches have reached in every direction a long way, and we marvel that such narrow and crooked roots could have produced such a fine, symmetrical giant.

All of which goes to show that you cannot judge by the roots of a man's ancestral tree just what sort of a character he may prove. And that is why the American people believe in taking a man at his face value rather than at the accepted estimate of his forebears.

It is a rule which works both ways, too, for many times might straight, smooth ancestral roots produce pretty knotty wood.

On every hand we meet people in both social and business life who, without realizing it, have built a Chinese wall of restrictions about themselves. They say, by their manners and methods, "I can never become a big re-

tailor or a big manufacturer, or a great power politically or financially, because my parents were people in ordinary circumstances and I began in a commonplace way and I have had to make my own opportunities. If I do as well as the average, I'll be satisfied."

That is a foolish restriction, and the man who places it will rarely pass its barrier. Given a sturdy, honest ancestry and a reasonably strong body and there is no reason why anyone may not accomplish outstanding success. Heredity gives us our initial equipment and environment determines what we will do with that equipment.

Scientists are becoming more and more convinced that all normal human beings are born with certain instincts and that education, which is the active working force of environment, merely releases these instincts or latent possibilities, so after all it is up to you and to me to make of ourselves almost what we will by mining the wealth of our own inherited treasures.

We have numerous quoted examples of descendants of families which have been notably good and brainy, and of others who have developed along criminal lines generation after generation. The question arises, if the same results would have been true if the circumstances of up-bringing of each set of human beings had been exchanged. The chances are they would not.

Heredity does count, and it is important to pass the torch of life on undimmed in the purity of its flame, and let us not forget that your business success and mine will be straight and strong and true if we reach upward toward the sunlight. A tree may have crooked roots and still be straight.

Known the World Over



Patented
No. 35 Quart Torch
No. 35P Pint Torch

the quality, and workmanship, agreeing to replace or repair without charge any articles which prove defective through manufacture. Then again, each article is fitted with one or more patented features, making it the most practical on the market. Try some and be convinced.

OTTO BERNZ - Newark, N. J.

for quality, workmanship, and their merits; "A LWAYS RELIABLE" torches and furnaces.

When you buy this make you know you receive torches and furnaces which are manufactured from the best materials obtainable, and that they are made by skilled workmen. It is for these reasons that we can guarantee

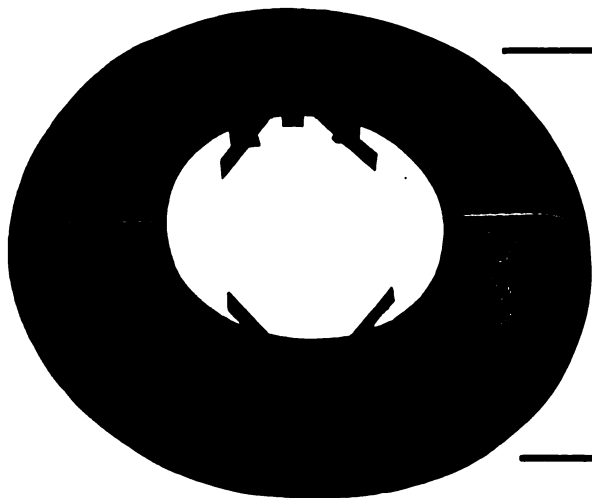


No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount.

Satisfaction

is always assured by using C. & L. Fire Pots and Torches. They are made from the best materials that money can buy and in accordance with approved principles. Every one is carefully inspected and fully tested and is guaranteed by the maker to the purchaser. They are very economical in operation and the saving in gasoline alone will soon pay for the cost of the Torch or Fire Pot. The C. & L. has been the standard of quality for over thirty years. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.



Sold by all Jobbers and Plumbers' Supply Houses

OVER 1200 PHILADELPHIA PLUMBERS ARE USING AND SPECIFYING SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

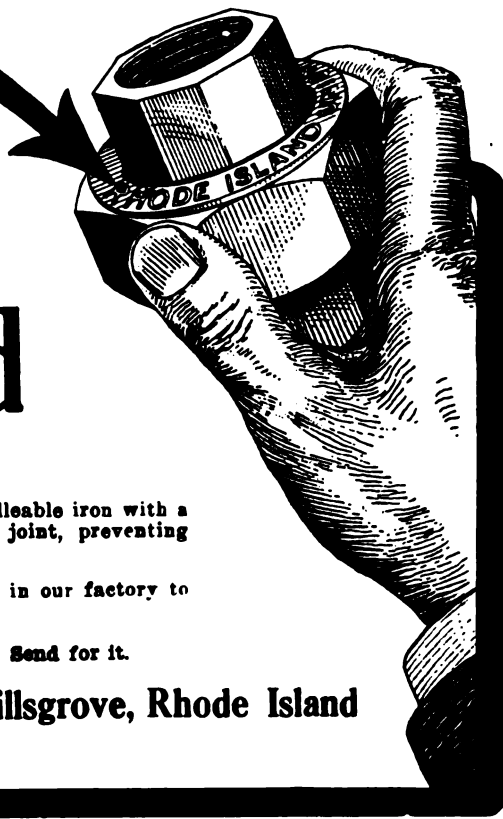
Rhode Island UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



Wm. A. Doelle, a hardware dealer at Cashmere, Washington, has recently purchased additional property, which will give him facilities for carrying an increased stock, adding to his hardware and plumbing business.

Whiting & Mead, hardware and plumbing dealers at Los Angeles, Cal., are planning to open a branch store at Taft, Cal.

Harry De Long, of West 910 Sprague avenue, Spokane, Washington, having returned from Army service, has opened a private office at that address, and has secured the plumbing and heating contract at the marine brigade in San Diego for \$150,000. He was formerly chief of the plumbing and heating section of the engineering branch of the construction division at Washington, D. C.

Ora C. King, San Pedro, Cal., has opened a plumbing business at El Monte, Cal.

Herbert I. Lauder has engaged in the plumbing business at 1205 Burlingame avenue, Burlingame, Cal.

J. A. Bailey, pioneer plumber at Van Nuys, Cal., is expanding his business to include a sheet metal department.

SHOULD HAVE BEEN AVIATOR

The American negro has been the butt of many army jokes, though his people have shown their fighting qualities in this and other wars in which the United States has engaged. However, somebody has to be "the goat," and in this case it is the dusky hued person. Two negroes were discussing their chances to serve Uncle Sam and both agreed they would have to get into some arm of the service. The first chose the navy, for the reason that there was less danger of being killed there. As he explained it:

"In de navy dey shoot at de boat. In de ahmy dey shoot right at you." This didn't seem to apply in the other's case, though.

"Me foh de ahmy," the second prospective fighter said. "How come you to pick de ahmy?" inquired the first. "Well, you see, Hen'ry, it's thissaway. Ah can run fastah than Ah can swim."

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

You Can Get It at the

Largest Stove Repair House in the Northwest

THE SPOKANE STOVE & FURNACE REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS



No. 66
COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring
Valve
Brass Pump

*This Is Only One of
the Many*

TURNER

TRADE
HOT BLAST
MARK

**Torches and
Furnaces**

You will profit by our catalog.

The Turner Brass Works
Sycamore, Illinois, U. S. A.

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

WHO IS RESPONSIBLE WHEN CONSIGNED GOODS ARE DESTROYED OR DAMAGED?

(Copyright by Elton J. Buckley.)

One of the papers publishing articles sends me the following query, which I consider of sufficient importance to discuss here:

In response to one of your interesting articles, one of our subscribers has put a legal question up to us and we are wondering whether you would be kind enough to let us have your opinion.

Some time ago a concern placed some jewelry in his store to be sold on commission—unsold goods to be returned. Most of the goods were destroyed by fire, as was a consignment of garden seeds also placed upon the same basis. Can these concerns collect for the goods lost? Of course insurance companies have told him that it was impossible to insure these goods, as they did not belong to him.

The question therefore is—when goods are in a store on consignment, title still remaining in the seller, and the possession of the holder being merely for the purpose of sale, whose is the loss if the goods are destroyed by fire?

The question might be extended to include cases where the consigned goods are stolen, or lost, or damaged in some way other than by fire. Naturally the same legal principle applies to all.

The answer is that the consignee is not responsible for damage or destruction unless same is caused by his negligence. I will apply that in a moment.

Placing one's property in the possession of another is called bailment. There are several kinds of bailment, each one with its own principles of law, but sending goods on consignment is "bailment for mutual benefit." Each party gets something out of it; in other words, it isn't like the lending of one's automobile, which is bailment for the sole benefit of the bailee (the borrower).

Where bailment is for mutual benefit, the consignee or holder of the goods is obliged to give them only ordinary care, and will be held responsible if anything happens to them through ordinary negligence on his part. If he has given them ordinary care, and has not been negligent, and a fire occurs and destroys them, he is not liable. The loss is on the owner.

Ordinary care is the kind of care which an ordinarily prudent man would use in looking after his own property. The lack of that degree of care would be ordinary negligence.

Here is a statement of the law as to the consignee's liability for loss or damage to goods on consignment by him:

Where a bailment is for mutual benefit, the bailee (consignee) is held to the exercise of ordinary care in relation to the subject matter thereof (i. e., the goods held) and is responsible only for ordinary negligence. He is not liable if the subject matter of the bailment has been injured by some internal decay, by accident or by some other means wholly without his default, and in the absence of some special stipulation an injury to or loss of the property falls on the bailor. The bailee may, however, be liable for any injury or loss arising through the acts of his employees unauthorized by the bailor.

Note the words "in the absence of some special stipulation."

A great many of these concerns that make a specialty of shipping goods on consignment will try to get you to sign a receipt agreeing to be responsible in case the goods are lost, destroyed, or damaged while in your possession. Many times consignees have had to stand a loss because they had agreed, probably without thinking of it, or thinking that they were responsible anyway, to become responsible for all loss or damage.

I repeat, the consignee is responsible for such loss only if he has caused it by his own negligence. What would be negligence in such a case? Any carelessness which would open the way to the thing that happened. If you left a box of garden seeds which you were holding on consignment outside the store in a box open and unprotected all day long, it would—in case they were stolen—be negligence.

I don't understand the statement in the above question: "Of course insurance companies have told him that it was impossible to insure these goods, as they did not belong to him." So far as I know, any insurance company will insure goods of a consignor in the hands of a consignee. It is well settled that a bailee (consignee) has an insurable interest in goods consigned to him, and can insure them for the joint benefit of himself and the consignor. If the goods are valuable and there is any risk in holding them, I consider it a good thing to insure them, as the cost is always small and it settles all questions of liability.

AN INFREQUENT SMOKER

Several ladies sat in the club room discussing the virtues of their husbands, over their knitting.

"Mr. Jones," said one of them, referring to her life partner, "never drinks and never swears; indeed, he has no bad habits."

"Does he never smoke?" someone asked.

"Yes, he likes a good cigar just after he has eaten a good meal. But on an average I suppose he doesn't smoke more than once a month."

Some of her clubmates smiled, but she didn't seem to understand the reason.

The man who knows it all is sure to have a hard time, for it will come out eventually that much of what he knew was not so at all. Better maintain a receptive mood and learn wherever opportunity offers.

A merchant must be public spirited. If he can't be public spirited, he must appear to be. No store will be popular as long as it is run by any man who can say the people be damned.

NOW READY FOR YOUR TRADE CAST ALUMINUM

DEALERS

SEND FOR OUR
INTRODUCTORY
OFFER

During Month of
MAY

You will be
INTERESTED



We have erected a large, modern equipped foundry to meet the demand for **Cast Aluminum** ware—a full line of “**Lifetime**” cooking utensils—spun and drawn **Pure Aluminum**—can now be had by all **Responsible Dealers**.

“**LIFETIME WARE**”

Guaranteed 20 Years

THE ALUMINUM PRODUCTS CO. (OF THE PACIFIC COAST) Oakland, California

W. S. Flemming, a plumbing contractor and auto accessory dealer at Portland, has opened a branch store at Astoria, Oregon.

C. C. Cornell has recently reopened his plumbing business at Puyallup, Washington. He has been engaged in the ship yards for a number of months past.

IN A DRUG STORE

Druggist (to little girl customer)—Did you say pills, miss?

Little Girl—Yes, sir, please.

Druggist—Antibiblious?

Little Girl—No, sir; but uncle is.

ONLY A FEW OF US

“Willie,” asked a New York teacher of one of her pupils, “how many make a million?”

“Not many,” said Willie with a grin.

Somebody has to carry the slow sellers, I suppose, but don't you do any more of it than is necessary.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.

OFFICIAL ORGAN OF THE WESTERN TRADE
VOL. XIV MAY, 1919 NUMBER 5

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN : : : : Editor and Manager
R. L. SHEARMAN : : : : Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the **HARDWARE WORLD**, 1919.
All Rights Reserved.

OFFICES

Boatmen's Bank Bld., St. Louis.	70 Fifth Ave. New York.	817 I. N. Van Nuys Bldg., Los Angeles.
Phelan Bldg., San Francisco.	388 Taylor St. Corner 10th Portland, Ore.	304 Scott Bldg. Salt Lake.
507 Pioneer Bldg., Seattle.		
220 Pacific Bldg., Vancouver, B. C., Canada.		

Statement of ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of Hardware World, published monthly at Portland, Oregon, for April 1, 1919. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 333 Taylor Street, Portland, Oregon; editor, T. M. Shearman; business manager, T. M. Shearman; owner, T. M. Shearman. Known bondholders, mortgages and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 27th day of March, 1919. D. B. Richards, Notary Public.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic			38 Colts Police Positive.			oz., drop shot		
Box.			38 S & W.			3 drs. x 1 1/2 oz., 24 gra. x		
Blank Rim Fire—			38 S & W Special.			1 1/2 oz. drop shot		
22 Short			38 Winchester			3 1/2 drs. x 1 1/2 oz., 26 gra.		
32 Short			41 Colts Short DA.			3 1/2 oz., drop shot, BB shot,		
Blank Center Fire—			41 Colts Long DA.			drop shot		
32 S & W.			44 Bull Dog			3 1/2 drs. x Buck shot, drop		
38 S & W.			44 S & W Amer.			shot		
38 Long Colt.			44 S & W Rus.			16 2 1/2 drs. x 1/2 oz., 22 gra. x		
44 W O F.			44 S & W Special.			1/2 oz., drop shot.		
Shot Rim Fire—			44 Wbley			2 1/2 drs. x 1/2 oz., BB shot,		
22 Long			44 Winchester			drop shot		
32 Long			45 Colts			20 2 1/2 drs. x 1/2 oz., 18 gra. x		
Shot Center Fire—			45 Colts Auto			1/2 oz., drop shot.		
32 S & W.			Center Fire Military and Sporting—			Winchester Leader or Remington		
32 W O F.			22 Savage			U. M. C. Arrow—		
38 S & W.			250-8000 Savage			12 3/4 drs. x 1 1/2 oz., 26 gra. x		
38 W O F.			25-21 Stevens			1 1/2 oz., chilled shot.		
44 W O F.			25-25 Stevens			3 1/2 drs. x 1 1/2 oz., 28 gra. x		
44 X L			25-35 Winchester			1 1/2 oz., chilled shot		
44 Game Getter			25-35 Short Range			16 2 1/2 drs. x 1/2 oz., 22 gra. x		
Rim Fire, Ball—			25-36 Marlin			1/2 oz., chilled shot		
BB Caps			25 Remington Rimless			20 2 1/2 drs. x 1/2 oz., chilled		
OB Caps			6 MM U S N.			shot		
22 Short			7 MM Spanish Mauser.			2 1/2 drs. x 1/2 oz., chilled shot		
22 Short H P.			7.655 MM Bel Mauser.			Trap Loads—		
22 Long			8 MM Mauser			12 3/4 drs. x 1 1/2 oz., 7 1/2 chilled		
22 Long H P.			9 MM Mauser			3 1/2 drs. x 1 1/2 oz., 7 1/2 chilled		
22 Long Rifle			30-30 Winchester			Black Powder—Loads—		
22 Long Rifle H P.			30 Remington Rimless			12 3/4 drs. x 1 1/2 oz., drop shot		
22 W R F.			30 Government Rimless			Caps and Primers—		
22 W R F, H P.			303 Savage			Percussion		
22 Win Auto			32 Remington Rimless			Musket Caps		
22 Win Auto, H P.			32-40 Winchester			Primers, 100 in box		
25 Short Stevens			32-40 Winchester H V.			Primers, 250 in box		
25 Stevens			32 Winchester Sif Ldg.			Empty Paper Shells—Black Pow.—		
32 Short			32 Winchester Special			12, 16, 20, Ga. per 100.		
32 Long			32 Winchester			10 Ga. per 100.		
32 Short			35 Remington Rimless			For Smokeless Powder, Repeater or		
32 Long			35 Winchester			Nitro Club Target and High		
32 Short			35 Winchester Sif Ldg.			Gun—		
Center Fire Pistol—			351 Winchester Sif Ldg.			12, 16, 20, 28 Ga. per		
22 Win SS			38-55 Winchester Lead.			100		
25 Colts Auto			38-55 Winchester HV.			10 Ga. per 100.		
25-20 Single Shot			38-56 Winchester			Leader or Arrow Ideal and		
25-20 Win			40-60 Marlin			Premier—		
25-20 Win HV.			40-60 Winchester			12, 16, 20, 28 Ga.		
7.68 MM-Mauser			40-75 Winchester			10 Ga. per 100.		
7.65 MM-Mauser			40-72 Winchester			Empty Brass Shells—		
9 MM-Luger			40-82 Winchester			Best Qual 12, 16, 20,		
32 Colts Auto			401 Winchester Auto			28, Box 25		
32 Colts Short			405 Winchester			2nd Qual 12, 16, 20,		
32 Colts Long			45-60 Winchester			28, box 25		
32 Colts Police Positive			45-70-405 Government			Wads—		
32 S & W.			45-75 Winchester			Cardboard, box 250.		
32 S & W Long.			45-90 Winchester			Black Edge, Reg. box		
32-20 Marlin			SHELLS, LOADED—			250		
32 Winchester			Winchester Repeater or Rem			Black Edge. 1/4 in., 135		
32-20 Win HV.			ington U. M. C. Nitro Club—			in box		
35 S & W Auto.			12 3 drs. x 1 oz., 24 gra. x 1			Black Edge. 1/4 in., 250		
38 Colts Auto						in box		
38 Colts Short								
38 Colts Long								

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.75			AUGERS—Greenlee Carpenters Nut, No. 57.		
each; No. 30, 4 1/2 White, \$3.75 each; No. 231, 3 1/2 Sierra,			Size		
\$8.25 ea.; No. 231, 4 Sierra, \$8.25 ea.; No. 231, 4 1/2, Sierra,			Each		
\$8.25 each. Railroad, No. 80 B. White, \$4.00 each; No.			Greenlee Ship.		
30 B, 5 1/2 White, \$4.00 each; No. 238, 5 Sierra, \$3.50			16ths		
each; No. 238, 5 1/2 Sierra, \$3.50 each. Ship, No. 44, 4			60 each		
White, \$4.25 each; No. 44, 4 1/2 White, \$4.25 each; No. 44,			62 each		
4 1/2 White, \$4.50 each; No. 45, 4 1/2 White, \$5.00 each; No.			16ths		
45, 5 White, \$5.00 each; No. 235, 4 Sierra, \$3.75 each; No.			60 each		
235, 4 1/2 Sierra, \$3.75 each.			62 each		
ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.			16ths		
NAILS—Vulcan—No. 2, 20 lb., \$6.50; No. 3, 30 lb., \$7.50;			60 each		
No. 4, 40 lb., \$8.75; No. 5, 50 lb., \$10; No. 6, 60 lb., \$11;			62 each		
No. 7, 70 lb., \$12; No. 8, 80 lb., \$13. Trenton—80 to 425			16ths		
lb., 22 1/2 lb.; 70 to 79 lb. 23c lb.; 60 to 69 lb. 23 1/2			60 each		
lb.; 50 to 59 lb., 24 1/2 lb. With Clip Horn. 2c per lb			62 each		
extra. Columbia. All Steel—80 lbs and over. 20 1/2 lb			16ths		
ANTIMONY—Slab, 45c lb.			60 each		
APRONS—Carpenters—California Leg. \$1.50; No. 12 Long			62 each		
Brown. \$1.25; No. 2 Short Brown. 60c					
ASBESTOS—			AXES—Boys' Handled, Blue Wing, \$2.50 each; Pacemaker,		
Mill board, 35c lb.; Cut, 40c lb.			\$2.00. Hunters, 670, \$1.50 each; 671, \$1.50 each; 678		
Paper, 35c lb.; Cut, 40c lb.			\$1.65 each. Boy Scout, 655 S, \$1.85 each; 656, \$1.50 each;		
Wicking, 1/2 lb. balls, 80c each			50 S (Sheaths), 50c each. Double Bit Unhandled, Dread-		
Wicking, 1-lb. lots, \$1.50.			naught, 3-4 \$2.75 each; Drednaught, 3 1/2-4 1/2, \$3.75 each;		
Cement, per sack			Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff		
			Temper, 3-4, \$3.25 each; Tuff Temper, 3 1/2-4 1/2, \$3.25 each;		

(Continued on page 178)

HARDWARE WORLD **RETAIL SELLING PRICES—Continued.**

ROYAL ENAMELED WARE

Coffee Boilers		25	25	Measures		35	75	Wireless Cooker Pots	
60	1.35	40	40	01	30	36	.85	1450	1.95
70	1.50	120	.50	02	.45	Milk Pans		1650	2.85
80	1.75	Cups and Saucers		04	.80	00	.20	1850	2.75
90	2.25	20	.45	05	.80	11	.30	Coffee Pots	
100	3.00	400	.50	06	1.15	20	.40	3	.60
Rice Boilers		Cup Dippers		11	.60	40	.50	15	.80
14	1.15	10	.35	Water Pails		60	.60	35	.95
18	1.45	11	.40	110	1.40	80	.75	45	1.10
22	1.85	Pieced Funnels		112	1.65	100	.85	55	1.25
26	2.65	01	.35	114	1.90	120	.95	Tea Pots	
36	3.75	03	.45	Bread Pans		02	.65	00	.60
Wash Bowls		05	.65	11	.45	03	.75	0	.75
26	.45	06	.80	12	.55	04	.90	20	.90
30	.60	Convex Kettles		13	.65	05	1.00	30	1.00
34	.75	02	.65	Cake Pans		06	1.10	40	1.15
36	.85	03	.75	9	.30	08	1.35	Straight Sauce Pots	
Covered Buckets		04	.90	10	.35	010	1.75	018	.90
21	.50	05	1.00	70	.40	012	2.05	020	1.05
22	.60	06	1.10	200	.45	Lipped Sauce Pans		022	1.20
23	.70	08	1.35	Corn Cake Pans		10	.35	024	1.45
24	.85	010	1.60	706	.65	14	.45	026	1.75
26	1.00	012	1.90	709	.90	18	.55	028	2.25
28	1.25	212	1.40	712	1.05	22	.65	030	2.65
30	1.60	214	1.55	Muffin Pans		24	.75	032	3.00
32	1.85	216	1.85	406	.55	26	.85	Soup Stock Pots	
150	.60	218	2.10	412	.90	28	1.00	318	15.00
250	.70	220	2.45	Deep Pudding Pans		30	1.15	324	18.00
350	.80	222	3.10	50	.25	Straight Sauce Pans		336	21.00
450	.95	Preserving Kettles		150	.35	150	.60	212	5.50
650	1.15	14	.45	300	.45	350	.80	218	7.50
850	1.60	18	.55	500	.55	450	.95	224	9.00
1050	1.85	22	.65	600	.65	650	1.25	236	10.50
1250	2.10	24	.75	800	.75	Stew Pans		Roasters	
Dinner Buckets		28	.95	1000	.85	3	.40	150	3.00
110	1.85	30	1.10	Dish Pans		5	.50	180	4.00
111	2.10	32	1.25	15	1.90	6	.60	Flat Skimmers	
112	2.35	36	1.65	80	1.10	16	.45	10	.30
113	2.65	40	2.35	100	1.25	18	.55	12	.35
502	1.65	50	3.75	140	1.40	22	.65	Basting Spoons	
503	1.85	Milk Kettles		170	1.60	24	.75	10	.20
Chambers		71	.60	210	1.95	Water Pitchers		14	.25
1	.60	72	.75	300	2.85	2	1.10	12	.25
2	.90	73	.90	400	4.35	3	1.25	16	.30
3	1.00	74	1.10	Rinsing Pans		4	1.40	18	.35
Chamber Covers		Tea Kettles		08	1.05	Deep Pie Plates		Steamers	
1C	.30	30	.95	010	1.15	39	.35	7	1.40
2C	.40	40	1.05	014	1.35	40	.40	8	1.65
3C	.45	50	1.20	017	1.50	Shallow Pie Plates		Oval Foot Tubs	
Cups		60	1.35	Lipped Fry Pans		27	.25	0	1.45
3	.25	70	1.45	30	.40	30	.40	1	1.75
6	.30	80	1.75	31	.45	Dinner Plates		2	2.00
8	.20	90	2.00	33	.55	19	.35	3	2.45
10	.25					20	.40	4	3.00
11	.30								

(Continued from page 177)

Tuff Temper, 4-5, \$3.25 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3½-4½, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3½-4½, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3½-4½, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3½-4½, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3½-4½, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3½-4½, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3½-4½, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-F, \$2.50 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 45c lb.; No. 4, 35c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.35 lb.; Special Motor, \$1.10 lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickled, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 15, 18c lb.; Lining No. 30, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—¾ x 18, 55c each; Goose Neck No. 3659, ¾ x 24, 85c each; Goose Neck No. 3663, ¾ x 24, \$1.00 each; Straight Chisel No. 14, ¾ x 18, 65c each.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-S, 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662 \$3.75 each Ever Ready, same price as Columbia.

BIBBS—Compression—Plain 1112—½-inch Rough, \$1.00 each; ¾-inch, \$1.35 each; ¾-inch, \$1.75 each; 1-inch, \$2.65 each. 112—½-inch Finished, \$1.35 each; ¾-inch, \$1.50 each; ¾-inch, \$2.25 each; 1-inch, \$4.25 each. 0112—½-inch Nickel-plated, \$1.50 each; ¾-inch, \$1.75 each; ¾-inch, \$2.50 each; 1-inch, \$4.50 each. Hose 1118—½-inch Rough, \$1.10 each; ¾-inch, \$1.40 each; ¾-inch, \$1.90 each; 1-inch, \$4.00 each; 1½-inch, \$7.50 each; 1½-inch, \$10.00 each. 113—½-inch Finished, \$1.50 each; ¾-inch, \$1.85 each; ¾-inch, \$2.40 each; 1-inch, \$4.50 each. 0113—½-inch Nickel plated, \$1.60 each; ¾-inch, \$1.85 each; ¾-inch, \$2.75 each.

BITS—Auger

Size 16ths.	8	4-8	9-10	10-12	13-14	14-16	18	20
31—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
31—Sell.								
Each.	.50	.45	.50	.60	.75	.90	1.10	1.25
100—List.								
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00
100—Sell.								
Each.	.65	.55	.65	.65	.85	1.00	1.25	1.40
101—List.								
Doz.	5.00	6.00	7.00	8.25				
101—Sell.								
Each.	.55	.65	.75	.85				
Size 16ths.	8	4-6	7	8	9	10	11-12	13-14
35—List.								
Doz.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00
35—Sell.								
Each.	.40	.35	.40	.45	.50	.55	.60	.70
Size 16ths.	15-16	17-18	20	22	24			
35—List.								
Doz.	9.00	10.50	12.00	13.50	15.00			
35—Sell.								
Each.	.80	.90	1.00	1.15	1.30			
Size 16ths.	4-6	7	8	9	10	11	12	18
47—List.								
Doz.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50
47—Sell.								
Each.	.70	.75	.85	.95	1.05	1.15	1.25	1.35
Size 16ths.	14	15	16					
47—List.								
Doz.	19.00	20.50	22.00					
47—Sell.								
Each.	1.20	1.30	1.40					
Size 16ths.	5-8	9	10	11	12	13	14	15
53—List.								
Doz.	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50
53—Sell.								
Each.	1.35	1.50	1.65	1.80	1.90	2.05	2.25	2.45
Solid Center, in Sets—11¼, \$1.05 set; 15, \$2.85 set; 26, \$6.00 set; 35, \$8.50 set; 35C, \$8.50 set.								
Irwin, in Sets—58, \$4.75 set; 55, \$7.00 set; 55C, \$7.00 set.								
Russell Jennings, in Sets—4520¼, \$7.00 set; 4522¼, \$7.00 set; 4532¼, \$10.00 set; 4720¼, \$7.00 set.								

RETAIL SELLING PRICES—Continued

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BEVELS—Sliding T—No. 18: 6-in., 95c; 8-in., \$1.20; 10-in., \$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; 14-in., 75c.

BLOCKS—Wood Tackle.

	Com. Sngl.	Com. Dbl.	Com. Triple	Pat. Sngl.	Pat. Dbl.	Pat. Trpl.
3-inch.....	.80	\$1.45	\$1.90	\$1.20	\$2.20	\$3.20
4-inch.....	.95	1.75	2.35	1.30	2.50	3.60
5-inch.....	1.00	1.90	2.50	1.40	2.80	3.85
6-inch.....	1.20	2.20	3.20	1.65	3.15	4.55
7-inch.....	1.45	2.65	3.85	1.65	3.65	5.50
8-inch.....	1.80	3.10	4.65	2.50	4.50	6.60
10-inch.....	3.00	4.90	6.85	3.85	6.60	9.35
12-inch.....	4.85	8.25	11.70	5.80	10.00	14.50

BLOCKS—Steel Tackle

Size	Single	Double
3-inch.....	\$.90	\$1.50
4-inch.....	1.00	1.90
5-inch.....	1.10	2.10
6-inch.....	1.30	2.40
8-inch.....	2.50	4.55
10-inch.....	4.20	7.00

BLOCKS—Wood Snatch

6-inch.....	\$3.00
8-inch.....	4.35
10-inch.....	6.35
12-inch.....	7.80

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.60 each; No. 10, Springer, 60x16", no sleeve board, \$5.35 each; No. 30, Springer, 54x18", no sleeve board, \$8.00 each; No. 80, Springer, 54x18", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.55 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5½ foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—

Paper Lined—No. 45—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.35 each. No. 125—24x36, \$1.60 each; 26x30, \$1.65 each; 28x34, \$1.85 each; 30x36, \$2.15 each; 32x42, \$2.75 each. No. 300—18x18, 90c each; 24x24, \$1.05 each; 26x26, \$1.25 each; 28x28, \$1.40 each; 30x30, \$1.60 each; 32x32, \$1.90 each; 36x36, \$2.35 each.

Wood Lined—No. 80—24x34, \$1.75 each; 36x36, \$2.10 each; 38x38, \$2.35 each; 30x30, \$2.75 each; 32x32, \$3.25 each; 36x36, \$3.75 each. No. 90—24x36, \$2.40 each; 36x32, \$2.40 each; 38x34, \$2.75 each; 30x38, \$3.35 each; 32x42, \$3.75 each.

BOARDS, WASH—Toy No. 815, 25c each; Single Zinc No. 830, 50c each; 880, 55c each; 933, 55c each; Double Zinc No. 934, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 75c each.

BOLTS—Common Carriage—

Size	3-16 & ¼-in.	5-16-in.	¾-in.	1-in.
	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1½.....	.15	1.00	.20	1.40
2.....	.15	1.10	.25	1.50
2½.....	.20	1.20	.25	1.65
3.....	.20	1.30	.25	1.75
3½.....	.20	1.40	.30	1.90
4.....	.25	1.50	.30	2.00
4½.....	.25	1.60	.30	2.10
5.....	.25	1.70	.35	2.25
5½.....	.30	1.80	.35	2.35
6.....	.30	1.90	.40	2.50
6½.....	.35	2.20	.45	2.85
7.....	.35	2.30	.45	3.00
7½.....	.35	2.40	.45	3.10
8.....	.40	2.55	.50	3.25
8½.....	.....	.....	.50	3.40
9.....	.....	.....	.55	3.50
9½.....	.....	.....	.55	3.65
10.....	.....	.....	.60	3.80

BOLTS—Stove—

Size	¾-in.	5-16-in.	¾-in.	1-in.
	Doz. 100	Doz. 100	Doz. 100	Doz. 100
¾".....	.10	.45	.10	.45
1".....	.10	.45	.10	.45
1½".....	.10	.45	.10	.45
2".....	.10	.45	.10	.45
2½".....	.10	.50	.10	.50
3".....	.10	.50	.10	.50
3½".....	.10	.50	.10	.50
4".....	.10	.50	.10	.50
4½".....	.10	.55	.10	.55
5".....	.10	.60	.10	.60
5½".....	.10	.65	.10	.65
6".....	.10	.65	.10	.65
6½".....	.10	.65	.10	.65
7".....	.10	.65	.10	.65
7½".....	.10	.65	.10	.65
8".....	.10	.65	.10	.65
8½".....	.10	.65	.10	.65
9".....	.10	.65	.10	.65
9½".....	.10	.65	.10	.65
10".....	.10	.65	.10	.65

3½.....	.15	.95	.20	1.20	.25	1.65
4.....	.....	.....	.15	1.05	.20	1.35

Machine, Square Head and Nut—

Size	Doz. 100	5-16-in.	¾-in.	1-in.
	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1½.....	.20	1.55	.25	1.80
2.....	.20	1.60	.30	1.90
2½.....	.25	1.70	.30	2.00
3.....	.25	1.75	.30	2.10
3½.....	.25	1.85	.35	2.25
4.....	.30	1.90	.35	2.35
4½.....	.40	2.60	.50	3.25
5.....	.40	2.70	.50	3.40
5½.....	.45	2.80	.55	3.55
6.....	.45	2.90	.55	3.70
6½.....	.....	.....	.60	3.85
7.....	.....	.....	.60	4.00
8.....	.....	.....	.65	4.25
9.....	.....	.....	.....	85
10.....	.....	.....	.....	90
11.....	.....	.....	.....	95
12.....	.....	.....	.....	1.05

Size	Doz. 100	¾-in.	1-in.	1½-in.
	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1½.....	.65	4.30	.95	6.25
2.....	.70	4.65	1.00	6.70
2½.....	.75	4.95	1.05	7.15
3.....	.80	5.25	1.15	7.60
3½.....	.85	5.60	1.20	8.05
4.....	.90	5.90	1.25	8.50
4½.....	.95	6.20	1.35	9.00
5.....	1.00	6.50	1.40	9.45
5½.....	1.05	6.80	1.50	9.90
6.....	1.05	7.15	1.55	10.35
6½.....	1.10	7.45	1.65	10.80
7.....	1.15	7.75	1.70	11.25
8.....	1.25	8.40	1.80	12.15
9.....	1.35	9.00	1.95	13.10
10.....	1.45	9.60	2.10	14.00
11.....	1.55	10.25	2.25	14.90
12.....	1.65	10.90	2.35	15.80
13.....	1.75	11.50	2.50	16.75
14.....	1.85	12.10	2.65	17.65
15.....	1.95	12.75	2.75	18.55
16.....	2.05	13.40	2.90	19.45

BOTTLES—Vacuum.

	Thermos.	Universal.
10.....	\$1.75	\$1.75
10q.....	2.75	2.75
11.....	2.00	2.00
11q.....	3.25	3.25
14.....	2.25	2.25
14q.....	3.50	3.50
15.....	2.75	2.75
15q.....	3.00	3.00
16.....	3.25	3.25
16q.....	5.00	5.00

Fillers—Thermos and Universal.

	Thermos.	Universal.
½ Pint.....	\$1.25	\$1.25
1 Pint.....	1.50	1.50
1 Quart.....	2.50	2.50
Lunch Kits—		
391 and 395.....	\$3.00	\$3.25
392 and 396.....	3.25	3.50
393 and 397.....	3.50	3.75
394 and 398.....	4.25	4.25

BOXES—Mitre—

	Each	Stanley—	Each
Goodell—		50½	10.50
285.....	19.90	246	22.00
305.....	20.00	358	25.00
306.....	23.00	460	30.00
Langdon—		Star—	
72.....	19.50	40	3.75
73.....	20.50	41	4.25
74.....	23.00	Star's Perfection—	
75.....	24.00	30	3.25

BRACES—

P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 3308, \$1.85 each; 3310, \$2.00 each; 3708, \$2.40 each; 3710, \$2.50 each; 3712, \$2.60 each; 4608, \$3.00 each; 4610, \$3.25 each; 4612, \$3.50 each; 5008, \$3.85 each; 5010, \$4.10 each; 5012, \$4.35 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210, \$5.50 each; 8212, \$5.75 each.

BRACKETS—Shelf—

	Pair	B. P.—	Pair
Japanned—			
3x4.....	.20	3x4.....	.35
4x5.....	.25	4x5.....	.40
5x7.....	.30	5x7.....	.50
6x8.....	.40	6x8.....	.65
7x9.....	.45	7x9.....	.75
8x10.....	.50	8x10.....	.80
10x12.....	.65	10x12.....	1.00
12x14.....	1.00	12x14.....	1.25
16x18.....	2.25	N.P. & O.C. same as B.P.	

BRADS—Wire

	Bulk per lb.	¼-lb. pkgs.	½-lb. pkgs.
¼ and ½ inch.....	.30	.15	.10
¾ to 1½ inch.....	.20	.15	.10
1½ to 2 inch.....	.15	.15	.10

RETAIL SELLING PRICES—Continued.

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.

BREAD AND CAKE MAKERS—Universal—No. 1, \$3.75 each; No. 4, \$3.75 each; No. 8, \$4.50 each; No. 44, \$3.35 each.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—		1 1/2	2	2 1/2	3	3 1/2	4	5
46	Doz.	.20	.25	.30	.40	.45	.50	.85
1040	Doz.	.90	1.10	1.25	1.65	1.90	2.30	2.75

BRIGHT WIRE GOODS—

Screw Hooks—Steel—Size 14, 10c doz.; 13, 10c; 12, 10c; 10, 10c; 9, 10c; 8, 15c; 7, 15c; 6, 20c; 5, 25c; 4, 30c; 3, 40c; 2, 45c; 1, 50c; 0, 60c.

Brass—Size 14, 15c doz.; 13, 20c; 12, 25c; 11, 30c; 10, 40c; 9, 45c; 8, 60c; 7, 75c; 6, \$1.10.

Screw Eyes—Size 14, 10c doz.; 13, 10c; 12, 10c; 11, 10c; 9, 10c; 8, 15c; 7, 15c; 6, 15c; 5, 20c; 4, 25c; 3, 35c; 2, 45c; 1, 55c; 0, 65c.

Brass—Size 14, 15c doz.; 13, 20c; 12, 25c; 11, 30c; 10, 35c; 9, 40c; 8, 50c; 7, 60c; 6, 75c; 5, \$1.00.

BRUOMS—

Household		No. or Brand		Each
No. of Toy	Each	Pima		1.40
00 Toy	.35	Navajo		1.25
Astec	.85	Warehouse		1.25
Cortex	1.00	10		1.35
Verde	1.10	229		.65
Union	1.05	230		.90
Apache	1.10			

Push or Street				
114 B	1.35	252		1.50
116 B	1.40	253		1.75
120	1.00	254		1.85
121	1.15	256		.85
123	1.35	258		1.40
128	2.00	260		1.65

BRUSHES—Casting—

2	.55	3 1/2	.65
3	.60	4	.85
5 1/2	.60	4 1/2	1.00
7	.65	159 2 1/2	.55
10	.80	3	.65
15	.65	3 1/2	.85

Counter or Dusting

15	.70	165 3	.95
17	.90	3 1/2	1.35
20	1.00	4	1.60
7	1.75	4 1/2	2.00

Floor or Garage

13	.90	238 3 1/2	1.75
14	1.15	4	2.10
16	1.30	4 1/2	2.65
113	1.50		
114	1.70		
116	2.00		

214	1.15	401	1.40
216	1.35	404	1.65
218	2.10		
220	2.40	30 3	.30
224	3.00	4	.30
312	1.30	6	.35
314	1.60	8	.35

Hand or Nail

Daisy	.10	Alligator	.40
Winsor	.10	Bird	.45
		Boston	.35
		Cat	.40
		Cruiser	.25
		Duck	.20
		Gem	.35
		Goose	.35
		Hub	.85
		Monitor	.40
		Mouse	.20
		Rat	.25
		501	.25
		510	.30
		512	.25
		601	.25
		604	.60

Horse

Collie	.95	3	.30
Hound	.70	14	.40
Mastiff	.65	21	.35
Pointer	.50	22	.85
Spaniel	.85	38	.35
St. Bernard	.90	214	.75
Shoo Fly	.50	608	.50
Wolf	.70		
72	.40		
73	.55		
78 P	.50		
800	.70		

Kalsomine

240	5.50		
310	2.00		

Marking

1	.10	Maple Sink	.15
2	.10	Owl	.15
3	.10	1 Pot (O)	.05
4	.15	01 Wire	.15
5	.15		
6	.15		

Paint

151 3 1/2	.35	124	.65
3	.35	125	.80
3 1/2	.45	126	.85
4	.60	221	.90
155 3	.50	223	1.35
		250	.40

252	2.75	493	1.35
260	3.00	500	.55
275	.35	2781	.35
310	.35	6870	.85
349	.35		
350	.35		
357	.90	408 4	.25
371	1.00	6	.30
491	1.00	8	.40
492	1.10	10	.50

Stencil

00	.80	1512, Squeegee	.35
8	.65	1514, Squeegee	.40
1510, Squeegee	.85	1516, Squeegee	.60
	.80		

Window

BUCKETS—

Common Galv.		Each	Stock—		Each
8		.40	14		.90
10		.50	16		1.00
12		.60	18		1.15
14		.65	20		1.35
16		.75	Well Galv.		Each
Garbage Galv.	Each		10 Qt.		.85
00		\$1.60	12 Qt.		1.00
02		1.85	Wood—		
08		2.25	Short ear		.85
			Strap ear		.90

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil Galv., size 1 Gal, each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle, 2 1/2 x 4 1/2, each, \$3.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES—

Cupboard		Cupboard	
No. or Brand	Each	No. or Brand	Each
024	\$.15	4112, SR, SHA, KF, E	.15
4002 R, EA, HA .....	.15	8002, EA, SHA, E....	.35
4002, SR, SHA, KF, E .....	.15	9400, R, EA .....	.55
4112, R, EA, H, A... ..	.15	9400, SHA, E.....	.60

Elbow

10	.05	15	.20
12	.10	18	.05

Forge

85 F	.05	12 F	.20
11 F	.10		

French Window

2108	.10	4102, SR, SHA, KF, E	.15
4102, R, EA, HA	.15		

Friction Cabinet

01820 1/4, EA	.15	01820 1/4, SHA, E	.20
---------------	-----	-------------------	-----

Screen

21	.30	R 25	.30
J 25	.35	E 25	.30

Show Case

1	.25	24	.45
---	-----	----	-----

Transom

3278 1/4	.65	4442 1/4, SH, KF, E	.35
4432, R, EA, KF	.30	4638, R, EA	.50
4438, SHA, E	.35	4638, SHA, KF, E	.60
4438 1/2, R, EA, KF	.80	8433, EA	.75
4438 1/2, SHA, E	.35	8433, E	.80
4433 1/2, R, EA	.30	8438 1/2, EA	.75
4433 1/2, SHA, KF	.35	8438 1/2, SHA, E	.80
4442, R, EA	.80	8442 1/2, EA	.60
4442, SHA, KF, E	.35	8442 1/2, SHA, E	.65
4442 1/2, R, EA	.80		

CHAINS—Tire.

Size		Pair	Size		Pair
3	x30	\$5.65	5	x36	16.75
3 1/2	x30	6.25	6	x36	17.25
3 3/4	x32	6.90	3 1/2	x36	18.50
4	x31	7.50	4	x34	18.50
4	x32	7.50	4	x36	19.75
4	x33	8.20	5	x36	31.00
4	x34	8.65	6	x36	25.00
4	x36	9.80	6	x40	26.00
4 1/2	x33	9.00	6	x42	27.00
4 1/2	x34	9.30			
4 1/2	x35	10.00			
4 1/2	x36	10.00			
5	x35	11.20			

Bid-O-Skid

3	x30	3.75			
3 1/2	x30	4.00			
3 3/4	x32	4.15			
4	x31	4.45			
4	x32	4.50			
4	x33	4.65			
4	x34	4.80			

Single Solid Truck

3 1/2	x32	\$9.50	4		37.00
4	x34	12.50	5		45.00
4	x36	18.50	6		46.75

Dual Solid Truck

Size		Pair	Size		Pair
3	x30	16.75	3 1/2		.07
3 1/2	x30	17.25	4		.11
3 3/4	x32	18.50	4 1/2		.12
4	x31	18.50	5		.15
4	x32	19.75			
4	x33	31.00			
4	x34	25.00			
4	x36	26.00			
4	x42	27.00			

Weed Cross Chains

3		.07			
3 1/2		.10			
4		.11			
4 1/2		.12			
5		.15			

Truck Cross Chains

Single 3 1/2	18.50				
4	33.50				
5	39.50				
6	33.25				

Dual

4	37.00				
5	45.00				
6	46.75				

RETAIL SELLING PRICES—Continued.

CHAIN—New German Straight Link (coil)—
6-0, 20c ft.; 5-0, 16c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.

Norway Straight Link (coil)— $\frac{1}{2}$, 35c lb.; $\frac{3}{4}$, 35c lb.; $\frac{5}{8}$, 30c lb.

Passing Link (coil)—4-0, 12c ft.; 3-0, 12c ft.; 2-0, 11c ft.

Proof Straight Link (coil)—3-16 black, 30c lb.; $\frac{1}{4}$, 25c lb.; 5-16, 22c lb.; $\frac{3}{8}$, 20c lb.; 7-16, 20c lb.; $\frac{1}{2}$, 18c lb.; $\frac{3}{4}$, 18c lb.

Proof Twisted Link (coil)—3-16 black, 35c lb.; $\frac{1}{4}$, 35c lb.; 5-16, 24c lb.; $\frac{3}{8}$, 23c lb.; 7-16, 23c lb.

B. B. Proof Straight Link (coil)—5-16, 35c lb.; $\frac{1}{4}$, 22c lb.; $\frac{3}{8}$, 20c lb.; $\frac{1}{2}$, 20c lb.

Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c ft.; 2-0, 16c ft.; 0, 15c ft.

Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12 $\frac{1}{2}$ c yd.; 8 Iron, 15c yd.; 6 Iron, 30c yd.; 120 Brass, 10c yd.; 118 Brass, 15c yd.; 116 Brass, 15c yd.; 114 Brass, 30c yd.; 112 Brass, 25c yd.; 112 Brass, 30c yd.; 110 Brass, 45c yd.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plated, 3 $\frac{1}{2}$ c ft.; 10 Cable, 25c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenters, per piece, 2 $\frac{1}{2}$ c. School Crayon, per gross, 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. ball, size 150, each 10c; size 350, each 10c; size 350, each 10c.

CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-13, \$6.30; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, $\frac{1}{4}$ -inch, 75c each; 1-inch, 85c each; 1 $\frac{1}{2}$ -inch, 95c each; 1 $\frac{1}{2}$ -inch, \$1.00 each; 1 $\frac{1}{2}$ -inch, \$1.10 each; 2-inch, \$1.25 each. P. S. and W., Corner, No. 165, $\frac{1}{4}$ -inch, \$2.75 each; $\frac{1}{2}$ -inch, \$3.00 each; 1-inch, \$3.25 each; 1 $\frac{1}{2}$ -inch, \$3.50 each. P. S. and W., Firmer, No. 100 Plain, $\frac{1}{4}$, $\frac{1}{2}$ -inch, 60c each; $\frac{1}{2}$ -inch, 65c each; $\frac{3}{4}$ -inch, 70c each; 1-inch, 75c each; 1 $\frac{1}{2}$ -inch, 80c each; 1 $\frac{1}{2}$ -inch, 85c each; 1 $\frac{1}{2}$ -inch, 95c each; 1 $\frac{1}{2}$ -inch, \$1.05 each; 2-inch, \$1.15 each. 15 Bevel, $\frac{1}{4}$, $\frac{1}{2}$ -inch, 75c each; $\frac{1}{2}$ -inch, 85c each; $\frac{1}{2}$ -inch, 90c each; $\frac{3}{4}$ -inch, 95c each; 1-inch, \$1.00 each; 1 $\frac{1}{2}$ -inch, \$1.05 each; 1 $\frac{1}{2}$ -inch, \$1.15 each; 2-inch, \$1.30 each; 2-inch, \$1.35 each. P. S. and W., Firmer (sets)—No. 116, 6, $\frac{1}{4}$ to 2 Plain, \$5.50 set; 112, 12, $\frac{1}{4}$ to 2 Plain, \$10.50 set; 106, 6, $\frac{1}{4}$ to 2 Bevel, \$8.50 set; 132, 12, $\frac{1}{4}$ to 3 Bevel, \$18.00 set. P. S. and W., Framing—No. 80, $\frac{1}{4}$, $\frac{1}{2}$ -inch, 85c each; $\frac{1}{2}$ -inch, 90c each; $\frac{3}{4}$ -inch, \$1.00 each; $\frac{1}{2}$ -inch, \$1.05 each; 1-inch, \$1.15 each; 1 $\frac{1}{2}$ -inch, \$1.25 each; 1 $\frac{1}{2}$ -inch, \$1.35 each; 1 $\frac{1}{2}$ -inch, \$1.50 each; 2-inch, \$1.65 each. P. S. and W., Pocket—No. 91, $\frac{1}{4}$, $\frac{1}{2}$ -inch, 75c each; $\frac{1}{2}$ -inch, 80c each; $\frac{3}{4}$ -inch, 85c each; $\frac{1}{2}$ -inch, 90c each; 1-inch, 95c each; 1 $\frac{1}{2}$ -inch, \$1.00 each; 1 $\frac{1}{2}$ -inch, \$1.05 each; 1 $\frac{1}{2}$ -inch, \$1.15 each; 2-inch, \$1.25 each. P. S. and W., Slicks—No. 175, 2 $\frac{1}{2}$ -inch, \$4.00 each; 3-inch, \$4.75 each; 3 $\frac{1}{2}$ -inch, \$5.25 each; 4-inch, \$6.25 each.

CHOPPERS—Meat and Food—
Enterprise
No. Each. 0 \$1.85
5 \$3.00
10 4.75
12 4.25
22 7.25
32 9.50
501 2.00
602 2.50
608 3.25
Universal
1 2.25
2 2.75
3 3.50
Russwin
O R \$2.25
1 R 2.75
2 R 3.25
3 R 4.25

CHURNS—Barrel, No. 0, \$7.25 each; 1, \$8.50; 2, \$9.25; 3, \$10.50; 4, \$18.00; 5, \$15.00.
Glass, Dasey (Churns), No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Glass, Dasey (Jars), No. 10, 40c; 20, 70c; 30, \$1.00; 40, \$1.20.
Tin, without Dasher, 1 $\frac{1}{2}$ -gallon, \$1.50 each; 3-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.90 each.
Dashers only, No. 40, 30c each.

CLAMPS—Carriage Makers, No. 13 (plain), 55c each; 18, 65c each; 14, 75c each; 15, 95c each; 16, \$1.25 each; 17, \$1.60 each; 18, \$2.00 each; 20, \$2.75 each; 22, \$3.00 each; 60 (Adj), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00 each; 64, \$2.75 each; 65, \$3.50 each.
Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 33, 15c each.

CLEANERS—Window—
Rubber
10-inch \$.25
12-inch \$.30
14-inch \$.35
16-inch \$.40
18-inch \$.45
Wood Floor—
14-inch \$.40
16-inch \$.50

CLEVISES—Malleable, 15c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to $\frac{1}{2}$ inc., each 15c; $\frac{1}{4}$, 15c; $\frac{3}{8}$, 20c; $\frac{1}{2}$, 30c; $\frac{3}{4}$, 35c; 1-in., 45c.

CLIPPERS—Bolt—

New Easy—	Extra Cutters
No. 0 \$3.50	No. 0 \$2.00
No. 1 4.50	No. 1 3.25
No. 2 6.25	No. 2 4.00
No. 3 8.00	No. 3 3.75

O. K.—

10-inch 1.50
14-inch 1.75

CLOCKS—(ALARM)—Ace, \$3.50 each; America, \$4.50; Automatic, \$5.25; Bingo, \$3.75; Brownie, \$4.00; Circle, \$3.00; Columbia, \$3.50; Ideal, \$2.75; Indian, \$1.75; Iron Clad, \$2.65; Lookout, \$2.00; Prompter, \$3.00; Simplex, \$5.50; Sleepmeter 2, \$2.60; Sleepmeter 3, \$3.50; Starnel, \$2.75; Tattoo, Jr., \$3.75; Tattoo Int., \$3.75.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 $\frac{1}{2}$, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Alloxite—Nos. FF-90, 10c straight.

CLOTH WIRE—Screen, 12 M, black, 4c sq. ft.; 14 M, black, 4 $\frac{1}{2}$ c sq. ft.; 16 M, black, 5 $\frac{1}{2}$ c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5 $\frac{1}{2}$ c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5 $\frac{1}{2}$ c sq. ft.

OOAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$1.85
Per 125-lb. sack 2.25

OOAL CHUTES—Hercules—

No. 1, 16x18 \$13.00	No. 5, 20x34 \$17.50
No. 2, 18x30 15.00	No. 6, 16x18 14.50
No. 3, 30x34 20.00	No. 7, 20x34 17.50
No. 4, 16x18 11.00	No. 8, 18x34 28.00

COPPER—Sheet, 60c lb.; Bars, round, 65c lb.; Tubing, 80c lb.

CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$1.85 hank; 7 S, \$2.60; 8 S, 8 SC, \$2.00; 10 S, 10 SC, \$4.85; 12 S, 12 SC, \$6.75; WP 12 SC (coils), \$1.25 lb.
Phoenix (coils only)—6 C, 90c lb.; 7 C, 90c; 8 C, 85c; 10 C, 85c; 12 C, 85c; 14 C, 16 C, WP 8 C, 90c.
Union—(hanks)—No. 6, \$1.25; 7, \$1.60; 8, \$2.20; 10, \$3.25; 12, \$4.50.

COTTERS—Hammer Lock or Regular Spring.

	1-16, 5-64, 3-32 in.		$\frac{1}{2}$ in.		5-32 in.	
Length	100	1000	100	1000	100	1000
$\frac{1}{4}$ -inch.....	\$.20	\$1.25	\$.30	\$2.00	\$.35	\$2.40
$\frac{3}{8}$ -inch.....	.25	1.40	.30	3.00	.40	3.00
$\frac{1}{2}$ -inch.....	.25	1.65	.35	3.25	.45	3.25
$\frac{3}{4}$ -inch.....	.25	1.80	.40	2.55	.50	3.50
1-inch.....	.30	2.05	.45	3.85	.60	4.00
2-inch.....	.35	2.50	.50	3.40	.70	4.75
	3-16 in.		$\frac{3}{4}$ in.		5-16 in.	
Length	100	1000	100	1000	100	1000
$\frac{1}{4}$ -inch.....	\$.50	\$3.75				
1-inch.....	.60	4.25	\$1.00	\$6.75	\$1.75	\$11.00
$\frac{1}{2}$ -inch.....	.70	5.00	1.10	8.00	2.00	14.50
$\frac{3}{4}$ -inch.....	.80	5.50	1.25	9.00	2.00	14.50
1-inch.....	.90	6.00	1.50	10.00	2.25	16.00
2-inch.....	1.00	6.75	1.75	11.50	2.50	17.50
2 $\frac{1}{2}$ -inch.....	1.10	7.75	2.00	14.00	3.00	20.00

ORAYON—Lumber, 10c; Soapstone, 5c.

OUTTERS—Pipe—Barnes, No. 1, \$2.95 each; No. 2, \$3.90; No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$36.00. Saunders—No. 1, \$2.25; No. 2, \$3.35; No. 3, \$5.00; No. 4, \$12.60.

DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 30c; 6, 35c; 7, 40c; 8, 40c; 9, 50c; 10, 60c.

DIVIDERS—Wing, No. 35, 6-inch, 85c pair; 8-inch, 35c pair; 10-inch, 50c pair; 12-inch, 75c pair.
Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; 10-inch, \$1.10 pair.

DOLLIES—Timber—

No. 649, 6-inch \$7.50
No. 650, 8-inch \$10.50

DOORS—Screen.

Common, $\frac{1}{2}$ -inch, 2-6x6 \$2.15
Common, $\frac{1}{2}$ -inch, 2-8x6 2.85
Common, 1 $\frac{1}{2}$ -inch, 2-6x6 3.50
Common, 1 $\frac{1}{2}$ -inch, 2-8x6 3.65
Common, 1 $\frac{1}{2}$ -inch, 2-10x6-10 3.85
Common, 1 $\frac{1}{2}$ -inch, 8x7 3.95

DOORS—Ash Pit.

8x8, each \$1.40
8x10 1.50
10x12 1.80

DRILLS—

	Millers Falls (Breast)
10 \$ 7.25	6.25
12 7.00	87
13 6.50	97
18 7.50	118

Yankee

555 8.00	5555 8.00
----------------	-----------------

Millers Falls (Hand)

1 3.25	5 3.50
2 4.75	981 6.00
4 1.15	

Millers Falls Drill Points, 1 to 8, set 50c.

1580 4.00	1545 8.00
-----------------	-----------------

RETAIL SELLING PRICES—Continued.

Yankee Automatic			
41	2.25	44	2.50
42	1.75	50	2.50
Yankee Chucks and Drill Points			
No.	Set.	No.	Set.
300	.85	305	.50
301	.85		
Yankee Drill Points			
No.	Each.	No.	Each.
310	.75	320	.10
Bell Hangers or Electricians			
C 114 E, S 109 B...	Open	C 114 F (Fish Wire)	Open
Bit Stock			
C 114		M 390	
M 109		S 108	
Blacksmiths' Round Shank			
C 116	Open	C 120	Open
M 110	Open	M 112	Open
M 418	Open	M 413	Open
S 110	Open	S 111	Open
Square Ratchet Shank			
C 111	Open	M 400	Open
M 109 B	Open	S 104 A	Open
Straight Shank			
C 108		C 109	Open
M 105		M 106	Open
M 320		M 322	Open
S 105		S 106	Open
C 108 A		C 110	Open
M 107		M 104	Open
M 340		M 314	Open
S 107		S 104 B	Open
Taper Shank			
C 106	Open	M 302	Open
M 102	Open	S 104	Open
Bits, Wood (Syracuse Pattern)			
C 114 A, S 109 A—		C 114 A, S 100 A—	
2	.25	12	.55
3	.25	13	.60
4	.25	14	.60
5	.30	15	.65
6	.30	16	.70
7	.35	17	.75
8	.40	18	.80
9	.45	19	.85
10	.50	20	.90
11	.55	24	1.25
Bit Stock			
C 114, M 109 or M 390, and S 108—		C 114, M 109 or M 390, and S 108—	
1-16	.20	15-32	.90
3-32	.20	1/4	1.00
1/2	.25	17-32	1.15
5-32	.30	9-16	1.25
3-16	.35	19-32	1.35
7-32	.40	1/2	1.50
1/4	.45	11-16	1.60
9-32	.50	3/4	1.85
5-16	.60	13-16	2.00
11-32	.65	3/4	2.25
3/4	.75	15-16	2.40
13-32	.80	1	2.45
7-16	.85		
Straight Shank Jobbers			
C 108, M 105 or M 380, S 105—		C 108, M 105 or M 380, S 105—	
1-32	.15	7-32	.25
3-64	.15	15-64	.30
1-16	.15	1/4	.30
5-64	.15	9-32	.35
3-32	.15	5-16	.40
7-64	.15	11-32	.45
1/4	.20	3/4	.55
9-64	.20	13-32	.65
5-32	.20	7-16	.75
11-64	.20	15-32	.90
3-16	.20	1/2	1.00
3-64	.25		
Straight Shank, Wire Gauge			
C 108 A, M 107 or M 340, S 107—		C 108 A, M 107 or M 340, S 107—	
1 to 5	.30	36 to 40	.15
6 to 10	.25	41 to 45	.15
11 to 15	.25	46 to 50	.15
16 to 20	.20	51 to 55	.15
21 to 25	.20	56 to 60	.15
26 to 30	.20	61 to 80	.15
31 to 35	.15		
ELBOWS—Conductor—			
Pl.	Ed.	Ed.	Adj.
2-inch	.35	3 1/4 x 1 1/2	.35
3-inch	.50	3-inch	.30
4-inch	.60	3-inch	.35
Corrugated—Conductor			
2-inch	.35	2-inch	.35
3-inch	.30	3-inch	.30
4-inch	.45	4-inch	.45
5-inch	.90	5-inch	.90
ELBOWS—No. 3 Corg. 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 40c. No. 3 Adj. 1 Per. 25c each; 4, 30c; 5, 30c; 6, 35c. 3 inch Adj. Galvd., 35c each; 4-inch Galvd., 45c each. No. 3 Corg. Jap., 35c each; 4, Corg. Jap., 45c.			
EMERY—Grain—			
No. 60, per lb.	.25	Flour Emery—	
No. 70, per lb.	.35	Per lb.—(See Stones)	.35
No. 80, per lb.	.25	Stones—(See Stones)	
No. 90, per lb.	.35	Cloth—(See Cloth)	
No. 100, per lb.	.25	Wheels—(See Wheels)	
No. 120, per lb.	.35		
FASTENERS (BRONZE)—No. 583 EA, 45c each; SHA, SHB, E, 50c; 815 EA, 35c; SHA, E, 40c; 1831 1/2, EA, SHA, E, 80c.			
Cast Iron and Steel—No. 324, 10c each; 324 R, EA, 15c; E, 15c; 500 R, EA, 15c; KP, E, 15c; 542 R, EA, 10c; SH, SHA, KP, E, 10c; SHB, 10c; 800 R, EA, 10c; SHA, KP, E, 10c; 1831 1/2 F, 50c; 32131, R, EA, 20c; KP, SHA, E, 25c.			
FAUCETS—Cork Lined—			
8-inch, each	.20	9-inch, each	.35
FELTS—Deadening. Size Roll, 1/4 lb., \$3.00; 1-lb., \$4.00; 1 1/2 lb., \$6.00. Tarred, 250-ft. roll, \$1.35 each; 500-ft. roll, \$2.60 each.			
FIGURES AND LETTERS (STEEL)—			
Figures		Letters	
	Set	Each	Set
1/4 inch	.30	1/4 inch	.30
3-16 inch	.35	3-16 inch	.30
1/2 inch	.40	1/2 inch	.35
5-16 inch	.65	5-16 inch	.45
3/4 inch	.80	3/4 inch	.90
1 inch	.55	1 inch	.80
1 1/4 inch	.75		
1 1/2 inch	.2750		
FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 4, 15c; 5, 20c; 6, 25c; 8, 35c; 10, 55c. Slim Taper, 4, 15c; 5, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, \$1.10. Half Round Bastard 3-4, 30c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.30. Mill Bastard 3-4, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Round Bastard 3-4, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, \$1.15.			
Rasps—Flat Wood, 8 inches long, 60c; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2.00. Half Round Cabinet, 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellors Plain, 12, 65c; 14, 85c; 16, \$1.05. Horse, Hellors Flanged, 14, \$1.05; 16, \$1.50.			
FIXTURES—Grindstone—Auto: 01, \$1.50; 03, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.			
FLASHLIGHTS—Eveready Daylo—			
Tubular Nos. 2603 2604 2612 2616 2619 2627 2638			
Complete, each	\$1.50	\$1.75	\$2.10
Case & Bulb, ea.	1.10	1.35	1.50
Tubular Nos. 2620 2621 2623 2628 2634 2638 2659			
Complete, each	\$1.75	\$2.00	\$2.25
Case & Bulb, ea.	1.35	1.60	1.90
Pocket Nos. 6954 6961 6962 6971 6973 6991 6992			
Complete, each	\$1.50	\$1.10	\$1.40
Case & Bulb, ea.	1.10	.70	.95
Tubular Battery Nos. 705 706 790 791			
Battery only, each	\$0.40	\$0.45	\$0.40
Pocket Battery Nos. 700 703 750 751 793 793			
Battery only, each	\$0.40	\$0.45	\$0.40
Kwiklite Flashlights—			
Tubular Nos. 5220 5221 5223 5229 5231 6240 6240B			
Complete, each	\$1.50	\$1.75	\$2.10
Case & Bulb, ea.	1.10	1.35	1.50
Tubular Nos. 6241 6241B 6249 6249B 6248 6248B 6251			
Complete, each	\$2.00	\$2.15	\$2.75
Case & Bulb, ea.	1.60	1.75	2.35
Pocket Nos. 3473 3475 3475B 3475B 3475B 3475B			
Complete, each	\$1.10	\$1.40	\$1.50
Case & Bulb, ea.	.70	.95	1.10
Watch Chain Nos. 6235 6235B Watch Chain Bat'y No. 1304			
Complete, each	\$1.35	\$1.35	Battery only, each, \$0.35
Case and Bulb, each	.95	1.05	
Battery			
Nos. 1202 1203 1206 1207 1271 1301 1303 1309			
Battery only, each	\$0.40	\$0.40	\$0.40
FLATTERS—Blacksmith—3-in., \$1.35; 3 1/2-in., \$1.65; 4-in., \$2.00; 5 1/2-in., \$3.00.			
FORGES—No. 150 Chicago, \$11.35; No. 151 Chicago, \$12.75.			
FREEZERS—Arctic			
No.	Each		
1	\$3.00	4	5.00
2	3.50	6	8.25
3	4.00	30 (Toy)	2.50

RETAIL SELLING PRICES—Continued.

FREEZERS—Continued.

White Mountain			
1	3.60	8	10.35
2	9.45	10	13.00
3	5.35	12	16.50
4	6.25	15	19.50
6	8.00	20	25.00

FRIGS—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.35; 14-in., \$1.35; 16-in., \$1.50.

GARBAGE CANS—(See Cans)

GATES—Molasses			
	Stebbins.	Perf.	
2	.45	%	\$.90
3	.50	1	1.00
4	.60	1 1/4	1.25
5	.65	1 1/2	1.40
6	.75	2	1.85

GAUGES—Butt—

No. 98.....	\$1.15	No. 95.....	1.25
No. 94.....	1.85	No. 95 1/2.....	1.00
Marking			
No. 61.....	.15	No. 91.....	.90
No. 64.....	.35	No. 92.....	1.50
No. 65.....	.75	No. 97.....	.75
No. 77.....	1.00	No. 98.....	1.00
No. 71.....	.55		

GLASSES—

Ground Level—			
		Proved Level—	
1 1/2.....	\$.50	1 1/2.....	\$.10
2.....	.60	2.....	.10
3.....	.65	2 1/4.....	.15
3 1/2.....	.75	3.....	.15
4.....	.75	3 1/2.....	.20

Gauge Glasses 40% off list.

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony 30c; 2 Plain, 25c; 2 Bulbeye, 35c; 2 Ruby, 50c. Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c. 4-0 Bulbeye, 35c; 5-0 Wizard, 25c; 6-0, 30c each.

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 50c lb.

Imperial—									
1 oz.	1/2 pt.	1/2 pt.	1/2 pt.	1 pt.	1 qt.	1/2 gal.			
1.06	1.80	2.80	4.50	7.00	11.25	31.00			
Sug. Ret..Each	.10	.20	.35	.40	.65	1.00	1.75		
Le Pages—									
1 oz.	2 oz.	1/2 pt.	1/2 pt.	1/2 pt.	1 pt.	1 qt.			
1.60	1.65	1.80	2.80	4.50	7.00	11.25			
Sug. Ret..Each	.15	.20	.35	.40	.65	1.00			

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum, No. A, \$3.45 each; B, \$4.25; C, \$6.00; D, \$6.50; 1, \$4.85; 2, \$5.75; 3, \$8.00; 4, \$10.50; 10, \$7.25; 12, \$11.25; 018, \$17.00; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 030 7-inch, \$2.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.

HACKSAWS—Hand—All regular blades (including railroad). Star, Victor and Lenox. 6-in., 10c each, 90c doz.; 9-in., 10c each, \$1.05 doz.; 10-in., 15c each, \$1.15 doz.; 12-in., 15c each, \$1.40 doz.

HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.45 each; 1 1/2, \$1.35; 2, \$1.20; 3, \$1.15; 11, \$1.45; 11 1/2, \$1.35; 12, \$1.20; 12 1/2, \$1.15; 13, \$1.10; 14, \$1.00; 300, \$1.90; 611 1/2, \$2.00; 710, \$1.80; 711, \$1.60; 711 1/2, \$1.50; 712, \$1.55; 811 1/2, \$1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 108, \$1.40. Maydole Cross Pein—No. 174, \$1.50 each. Maydole Machinist Ball Pein—No. 375, \$1.90 each; 376, \$1.80; 377, \$1.70; 378, \$1.60; 379, \$1.50; 770, \$2.00.

770 1/2, \$1.75; 771, \$1.60; 772, \$1.45; 773, \$1.30; 774, \$1.20; 775, \$1.10; 776, \$1.00; 777, 95c; 778, 90c.

HANDLES—Adze, No. 320, Moose, 70c each; 321, Ship, 70c each.

Auger—No. 1, \$1.00 each; 2, \$1.00 each; 3, \$1.35 each; 4, \$4.50 each; 5, \$8.00 each.

Ass. Broad, No. 313, 70c each.

Ass. Double Bit, No. 313, 70c each.

Ass. Single Bit, No. 101, 55c each; 102, 55c each; 103, 75c each; 301, 60c each; 302, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 60c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 60c, Hunters, 15c each; 1 Hunters, 20c each.

Chisel, No. 22, 10c each; 23, 25c each; 25, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 630, 10c each; 631, 10c each.

Drawer, No. 2, all finishes, .65 each; 3 1/2, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 30c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.

Adze Eye No. 11, 25c each; 12, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 28, 20c each.

Machinist No. 25, 14-inch, 20c; 16-inch, 30c; 18-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c.

Machinist No. 33, 18 inch, 25c. Machinist No. 125, 14-inch, 15c; 16 inch, 15c; 18 inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.

Hatchet, Box No. 43, 18 1/2-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad

No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 30c

each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13-inch, 20c each; Shingling No. 55, 14-inch, 35c each.

Hoe, OXR, 4 1/2, 35c each; XR, 4 1/2, 35c each; XRM, 5 1/2, 55c each; XRM, 6, 75c each; XRM, 6, 75c each; XR, 4 1/2, 55c each; XMH, 4 1/2, 60c each; XMH, 5, 65c each; XP, 5 1/2, 55c each; XP, 5 1/2, 65c each; XP, 5 1/2, 65c

each; XP, 5 1/2, 75c each; 580, Grub, 70c each.

Maul, No. 335, 65c each; 336, 65c each.

Mop, No. 7, 30c each; 80, 50c each.

Pick, No. 327, Drifting, 80c each; 427, Drifting, 50c each; 527, Drifting, 55c each; 627, Drifting, 50c each; 335, Sur-

face, 90c each; 425 Surface, 50c each; 525, Surface, 70c each; 625 Surface, 50c each.

Rake, XR, 5 1/2, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.25 each; 3010, Plumb's, \$2.85; 3011, Plumb's, \$3.00.

Broad, No. TB 1, Plumb's, \$2.00 ea.; TB 2, Plumb's, \$3.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.50; TB 5, Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Phila-

delphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Phila-

delphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$2.00; 641, Plumb's, \$2.25; 642, Plumb's, \$2.50; 643, Plumb's, \$2.75; 644, Plumb's, \$3.10; 2991, Plumb's, \$2.00;

2992, Plumb's, \$2.25; 2993, Plumb's, \$2.50; 2994, Plumb's, \$2.75; 2995, Plumb's, \$3.10; 2996, Plumb's, \$3.40.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.85; PTC 2, Philadelphia, \$1.50; PTC 3, Philadelphia, \$1.65; 98, All Steel

\$1.00; 610, Plumb's, \$1.50; 611, Plumb's, \$1.65; 612, Plumb's, \$1.85; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75;

2973, Plumb's, \$1.85.

Derrick, 582, Plumb's, \$2.50 each.

Flooring, 2985, Plumb's, \$2.15 each; 2986, Plumb's, \$2.25; 2987, Plumb's, \$2.50.

Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's,

\$1.75; 602, Plumb's, \$1.85; 2961, Plumb's, \$1.60; 2962, Plumb's, \$1.80.

Lathing, No. TL 1, Plumb's, \$1.65 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2.15; 620, Plumb's, \$1.65; 621, Plumb's, \$1.75;

GALVANIZED WARE—

Boilers, Coffee			
No.	Each		
801 1/2.....	.90		
802.....	1.10		
803.....	1.35		
804.....	1.90		
806.....	2.15		
808.....	2.60		
810.....	3.00		
812.....	3.40		
Boilers, Wash			
407 A.....	2.50		
408 A.....	2.75		
409 A.....	3.00		
Bowls, Wash			
70.....	.80		
80.....	.40		
Buckets, Fire			
112.....	.80		
114.....	.95		
314.....	1.10		
Buckets, Wall			
101.....	.90		
121.....	1.10	255.....	1.90
141.....	1.20	605.....	1.90
Cans, Ash			
2 1/2.....	4.35	01.....	.50
3.....	5.10	02.....	.85
4.....	7.00	25.....	1.80
5.....	7.50	105.....	1.50
		205.....	1.75
Cans			
Garbage, Smooth or Corrugated			
145 (16).....	6.75	210.....	.30
200, 2.....	1.00		
300, 3.....	1.35		
400, 4.....	1.65		
500, 5.....	1.90		
600, 6.....	2.25		
700, 7.....	2.75		
800 (80).....	6.75		
900 (90).....	7.75		
Gasoline Cans			
1 P & B.....	3.50		
110.....	.70		
Oil Cans			
01.....	.50		
02.....	.85		
25.....	1.80		
105.....	1.50		
205.....	1.75		
Dippers			
210.....	.30		
Coal Hods			
616.....	1.05		
617.....	1.20		
Camp Kettles			
1 Gallon.....	.40		
1 1/2 Gallon.....	.55		
2 Gallon.....	.70		
3 Gallon.....	.90		
4 Gallon.....	1.05		
Cement Pails			
140.....	2.15		
1140.....	2.85		
Chamber Pails			
410.....	1.20		
412.....	1.30		
Stock Pails			
12 S.....	.75		
14 S.....	.85		
16 S.....	.95		
18 S.....	1.05		
20 S.....	1.20		
Water Pails			
8.....	.40		
10.....	.50		
12.....	.55		
14.....	.65		
16.....	.75		
320.....	1.00		
Refrigerator Pails			
1.....	.75		
2.....	.90		
3.....	1.10		
Watering Pots, or Sprinklers			
514.....	1.00		
516.....	1.20		
518.....	1.45		
520.....	1.75		
522.....	1.85		
526.....	2.40		
Foot Tubs			
50.....	.85		
51.....	.95		
52.....	1.10		
53.....	1.30		
54.....	1.60		
Wash Tubs			
0.....	1.15		
1.....	1.40		
2.....	1.65		
3.....	1.85		
10.....	3.00		
20.....	3.40		
30.....	3.75		
410 S.....	3.00		
420 S.....	3.40		
430 S.....	3.75		

RETAIL SELLING PRICES—Continued.

HATCHETS—Continued.

1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's, \$3.00; 2980, Plumb's, \$1.75; 2981, Plumb's, \$1.85; 2982, Plumb's, \$2.00.
Shingling No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.65; 593, Plumb's, \$1.75; 2951, Plumb's, \$1.60; 2952, Plumb's, \$1.85; 2953, Plumb's, \$1.75. Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.

Linen, No. 012, 60c each; 015, 75c; 18, 90c; 020, \$1.00.

HINGES AND BUTTS (Screws included)—

No. 900 Lt. Strap Hinges.
2-in.30 2.90
2½-in.30 3.85
3-in.40 4.00

No. 985 Cor. Strap Hgs.
4-inch \$.35 \$ 2.40
5-inch35 3.75
6-inch40 4.00
8-inch60 5.60
10-inch90 9.50
12-inch 1.35 13.00

No. 904 Lt. Tee Hinges.
3-inch \$.15 \$ 1.75
4-inch20 1.90
5-inch20 2.10
6-inch25 2.40

No. 937 Cor. Tee Hinges.
4-inch \$.35 \$ 3.00
5-inch40 3.40
6-inch60 5.00
8-inch75 8.00
10-inch 1.20 12.75
12-inch 1.75 17.00

No. 888 Butts.
¾-inch \$.10 \$.75
1-inch10 .85
1¼-inch10 .95
1½-inch10 1.05
2-inch15 1.30
2½-inch15 1.45
3-inch20 1.60
3½-inch20 1.85
4-inch20 2.15
4½-inch25 2.50

No. 840.
1¼-inch \$.15 \$ 1.45
1½-inch15 1.60
2-inch15 1.65
2½-inch20 1.80
3-inch20 2.00
3½-inch20 2.00
4-inch35 3.20

No. 731½.
2½x2½-in. \$.40 \$.45
3x3-in.40 .45
3½x3½-in.40 .45
4x4-in.50 .55
4½x4½-in.75 .85
5x5-in. 1.00 1.10
5½x5½-in. 1.25 1.35
6x6-in. 1.40 1.50

No. 241 F&D2.
2½x3½-in. \$.40 \$.45
3x3-in.40 .45
3½x3½-in.40 .45
4x4-in.55 .65
4½x4½-in.80 .95
5x5-in. 1.00 1.20
5½x5½-in. 1.30 1.50
6x6-in. 1.50 1.65

No. 241 SF 2.
2½x3½-in. \$.45 \$.50
3x3-in.45 .50
3½x3½-in.50 .55
4x4-in.60 .65
4½x4½-in.85 .95
5x5-in. 1.05 1.15
5½x5½-in. 1.35 1.50

No. 241 H & N.
2½x3½-in. \$.50 \$.55
3x3-in.50 .55
3½x3½-in.55 .65
4x4-in.65 .75
4½x4½-in.90 1.00
5x5-in. 1.10 1.20
5½x5½-in. 1.35 1.50
6x6-in. 1.60 1.75
1475 F&D2.20 2.20
1475 SF&N.25 2.80
1474 F&D 2 1½.25 2.40

No. 160 F & D2.
2½-in. \$.40 \$.50
3-in.45 .55
3½-in.55 .65
4-in.70 .80
4½-in.95 1.05

No. 160 N.
2½-in. \$.45 \$.50
3-in.50 .60
3½-in.60 .70
4-in.75 .85
4½-in. 1.00 1.15

No. 160 S F2.
2½-in. \$.45 \$.55
3-in.55 .65

No. 295 H.
1½-in. \$.30 \$ 3.25
2-in.35 3.65
2½-in.40 4.00
3-in.45 4.65

No. 289 F&D2.
2x2 \$.30 \$ 3.20
2½x235 3.85
3x345 4.80

No. 289 SFD.
2x2 \$.30 \$ 3.85
2½x235 3.85
2½x2½35 3.65
3x345 4.90

No. 289 N.
2x2 \$.40 \$ 4.60
2½x245 4.75
2½x2½45 4.90
3x355 6.00

No. 289 H.
2x2 \$.30 \$ 3.85

Hinges—Floor—
Bommer, D 15 \$ 1.50
R. EA, 315 1.60
SHA, E, 365 1.75
Chicago, R. EA, KF, 200 3.50
SHA, E, 300 4.00
R. EA, KF, 280 4.25
SHA, E, 280 4.50
Corbina, D. E. EA, 513. 1.75
SHA, E, 513 1.85
Kata, R. EA, KF, 2. 1.85
SHA, E, 2. 1.50
R. EA, KF, 3. 2.35
SHA, E, 3. 4.00

HOODS—Coal—
Open Japanized—
15 \$.50
1660
1770
1875
2090

Open Galvanized
15 \$.75
1695
17 1.10
18 1.25
20 1.50

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8, E, \$3.50 each; 9, E, \$3.85; 10, E, \$4.50; 11, E, \$5.25; 12-inch, \$2.00; 11-inch, \$2.40; 13-inch, \$2.85; 13-inch, \$3.35; 14-inch, \$4.00; 10-inch lida, \$1.00; 11-inch lida, \$1.10; 12-inch lida, \$1.35; 13-inch lida, \$1.60; 14-inch lida, \$1.80.

Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.00 each; 8, \$1.00 each; 10, \$1.20 each; 11, \$1.05 each.

Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 010, \$1.60 each; 012, \$1.75 each; 014, \$2.00.

Kettles, Stove—No. 7, \$2.60 each; 8, \$2.90 each; 9, \$3.40 each; 07, \$2.60 each; 08, \$2.90 each; 09, \$3.40 each.

Pots, Stove—No. 17, \$3.35 each; 18, \$3.75 each; 19, \$4.25 each; 017, \$3.35 each; 018, \$3.75 each; 019, \$4.25 each.

Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.10 each; 6, \$1.10 each; 7, \$1.25 each; 8, \$1.35 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.65 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.85 each.

Waffle Irons—No. 7, \$2.00 each; 8, \$2.35 each; 9, \$2.65 each; 7 D, \$2.60 each; 8 D, \$2.90 each; 9 D, \$3.40 each; 11, \$3.25 each; 12, \$4.75 each; 14, \$9.00 each.

HOOKS—Bright.
No. Dos. No. Dos.
0 \$.35 104 \$.45
175 10585
265 10625
355 10730
445 10815
535 10915
625 11015
730 11110
815 11210
915 11310
1015 11410
1110
1210
1310
1410

Gross—60% Discount from List.
Brass No. 1412— Dos. Dos.
¾ \$.30 1¼, 3 for 5c. \$.35
130 1½40
1½, 2 for 5c.30 1¾50
¾, 3 for 5c.25 1½, 3 for 15c.75
1, 3 for 5c.30 2, 2 for 15c.35
Brass Cup No. 181—Dos. Dos.
¾ \$.30 1, 3 for 5c. \$.30
130 1¼40
1½30 1½50
¾, 3 for 5c.20 1¼, 3 for 15c.75
1, 3 for 5c.25 2, 2 for 15c.85

HOSE COUPLINGS—Com. Size ¼. each 20c; ½. 20c; ¾. 30c.

HOSE (GARDEN)—
Coupled Fifty Foot Lengths—Antec, ¼ inch 24c foot.
Antec, ½ inch 28c; Deluge, ¼ inch 28c, Deluge, ½ inch.
27c; Delphos, ¼ inch, 20c; Delphos, ½ inch 28c; Sierra,
¼ inch 22c, Sierra, ½ inch, 25c; Delphi, ¼ inch 17c, Siml,
¼ inch 21c; Solar Cotton, ¼ inch, 30c, Solar Cotton, ½
inch 28c; Summit, ¼ inch 30c; Summit, ½ inch 28c; Ten
Coe, ¼ inch 17c, Ten Coe, ½ inch 21c; Torrent, ¼ inch
28c, Torrent, ½ inch 27c; Union Arrow, plain, ¼ inch 18c.
Union Arrow, plain, ½ inch 21c, Union Arrow, WW, ¼
inch 21c, Union Arrow, ½ inch 30c; Whirlpool, ¼ inch
30c, Whirlpool, ½ inch 28c.

RETAIL SELLING PRICES—Continued.

HOSE (GARDEN)—Continued—

Reel Not Coupled—Endurah Ribbed, $\frac{1}{4}$ inch 24c, Endurah Ribbed, $\frac{1}{2}$ inch 28c, Endurah Smooth, $\frac{1}{4}$ inch 25c, Endurah Smooth, $\frac{1}{2}$ inch 28c; Goodrich Ribbed, $\frac{1}{4}$ inch 27c, Goodrich Ribbed, $\frac{1}{2}$ inch 31c; North Star Ribbed, $\frac{1}{4}$ inch 23c, North Star Ribbed, $\frac{1}{2}$ inch 27c; Rajah Ribbed, $\frac{1}{4}$ inch 22c, Rajah Ribbed, $\frac{1}{2}$ inch 26c; Rajah Smooth, $\frac{1}{4}$ inch 22c, Rajah Smooth, $\frac{1}{2}$ inch 26c; Utility Ribbed, $\frac{1}{4}$ inch 21c, Utility Ribbed, $\frac{1}{2}$ inch 24c, Utility Smooth, $\frac{1}{4}$ inch 24c.

ICE TOOLS—

No. 315 Plow, 8 in. \$40.00
No. 316 Plow, 10 in. 47.50
No. 317 Plow, 12 in. 54.00
No. 320 Plow, 8 in. 42.50
No. 321 Plow, 10 in. 50.00
No. 322 Plow, 12 in. 57.00
No. 456 Splitting Chisel 4.75
No. 495 5.85
No. 520 Ice Hooks, 4-ft. 1.35
4 $\frac{1}{2}$ -ft. 1.40
5-ft. 1.50
6-ft. 1.65
No. 1 Ice Tong V & B. 1.75
No. 2 2.00
No. 3 2.25
No. 540, 12-inch 2.00
14 $\frac{1}{4}$ -inch 2.15
16 $\frac{1}{4}$ -inch 2.25
Pond Ice Saw—Tiller Handle.
4 $\frac{1}{2}$ -foot 5.75
5-foot 6.25
5 $\frac{1}{2}$ -foot 6.75

IRON—Bars Small Lots. (Cutting Extra)

Common Bar \$.06 lb. Base
Angle Iron, $\frac{1}{4}$ -inch .10
Angle Iron, 2-16-inch .08
Angle Iron, $\frac{1}{4}$ -inch and heavier .07%
Sq. and sq. twisted—
4-inch and smaller 7.50 Base
5-16-inch 7.00
3 to 2 $\frac{1}{2}$ -inch 6.50
3-inch and larger 7.50
Plats, all sizes 6.50

IRONS—Sad. Common, 16c lb.

Mrs. Potts—No. 50, 16c lb., \$2.50 set; No. 55, polished iron, \$2.25 set; No. 550, 12 lbs., \$2.00 set.
Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.00 set; G. Pressing, 15c lb; T Tailors' Goose, 15c lb; N Gasoline, \$5.00 each.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$3.50; 2L, \$5.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

Butcher—		Draw—	
No.	Each	No.	Each
526-5	.75	1800-7	1.25
526-5 $\frac{1}{2}$	.85	1500-8	1.50
526-6	.95	1910-6	.50
526-6 $\frac{1}{2}$	1.10	1910-7	.60
526-7	1.25	1910-8	.75
526-8	1.55	2300-6	1.00
526-9	\$2.00	2300-7	1.35
526-10	2.50	2300-8	1.60
526-12	2.50	3047-6	.60
526-14	4.25	3047-6 $\frac{1}{2}$	.70
790-6	1.00	3047-7	.85
790-7	1.30	3047-8	1.00
790-8	2.00	3047-10	2.00
1300-6	1.00	3047-12	2.50

Cheese—

Cooks French—		Draw—	
No.	Each	No.	Each
267-6	.80	84-4	.75
267-8	1.80	100-6	3.75
267-9	1.50	100-7	4.00
267-10	1.85	100-8	4.50
267-12	2.00	100-9	5.00
Corn—		105-6	1.50
2	1.00	105-8	1.50
3	.60	105-9	1.65
5	.45	105-10	1.75
10	.60	105-12	2.00

KNIVES—Hay—Lightning, \$1.75; Iwan Sickla, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c dos.

LACING—Belt—

Leather		Bristol	
Size	per ft.	Size	per inch
Size 5-16, per ft.	.03	111, per inch	.01%
Size 5, per ft.	.04	112, per inch	.02
Size 7, per ft.	.05	113, per inch	.02%
Size 8, per ft.	.06	114, per inch	.03
Size 9, per ft.	.08		

LADDERS—Extension, No. 1, 25c foot. Step, Climax, 60c foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Boys'—No. 539, 45c each; 1590, Cadet, 35c. Dash—No. 321, Prisco, \$2.00 each; 331, Prisco, \$2.25.

Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.35 each; 400, Prisco (Nustyle), \$1.65, 477, Prisco, \$1.50
Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.50; 176, Prisco (Bulseye), \$1.50; 317, Prisco, \$1.00.

LEAD—White—12 $\frac{1}{4}$ -lb. Keg, \$1.55; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 45c each.

Cotton, Twisted—No. 140, 50c each; 150, 55c. Wire, Twisted—50 foot, 20 gauge, 40c each; 75 foot, 30 gauge, 50c; 100 foot, 20 gauge, 80c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c.
Wire, Solid—100 foot, 9 gauge, 85c each.

LOCKS—Kim—Steel, 75c set, Cast, 60c set.

MANILA ROPE—3-16-inch to $\frac{1}{4}$ -inch, 50c per lb; $\frac{1}{2}$ -inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.35; 3, \$2.15; 02, \$2.60; 03, \$3.25; 04, \$4.00; 05, \$4.75.
Steel—No. 20, \$1.50 each; No. 40, \$3.00 each; \$60, \$3.85 each; 80, \$4.50 each; 100 rolls, 55c square feet.

MATTOCKS—

Short Cutter, No. 1800, Each \$1.75
Long Cutter, No. 1790, Each 1.75
Pick, No. 1810, Each 1.75
Handled, D E 3, Each 1.00
Handled, C E 3 $\frac{1}{2}$, Each 1.50
Handled S Q 3 $\frac{1}{2}$, Each 1.25

MAULS—Post—No. 110, \$1.50 each; 112, \$1.75; 116, \$2.35; 118, \$2.50; 120, \$2.75.

Ship or Top—No. 1580, 85c lb.
Wood Choppers—No. 2120, 85c lb.; 2121, 85c lb.

MILLS—Cider—

Junior \$35.00 Senior \$40.00
Medium \$20.00 Force Feed \$18.00

MOPS—Handled—

Brown Daisy		O-Cedar		Cotton	
6	.65	4	1.00	120	.80
8	.80	8	1.50	140	.90
7BD	.90	10B	1.25	180	1.00
9BD	1.00	11B	1.25	220	1.25

MOP STICKS—No. 2, 30c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs, add 50c per 100 lbs. to Keg price. 1 to 50 lbs.

Fine Blue 2&3	.08	Barb Box 8 to 30d	.08
Fine Bright	.08	Barb Roof $\frac{1}{4}$ to $\frac{1}{2}$	.10
Common 2&3d	.08	Barb Roof 1 to 1 $\frac{1}{2}$	.10
Common 4&5d	.08	Plaster Board	.10
Common 6&7d	.07	C. C. Box	.10
Common 8 to 60d	.07	Cut Casing 6&8	.08
Casing 2&3d	.08	Galv. Felt	.15
Casing 4&5d	.08	Galv. Boat	.12
Casing 6 to 30d	.08	Clout	
Finishing 2&3d	.10	Bulk, lb.	.20
Finishing 4&5d	.08	$\frac{1}{4}$ lb. Papers, each	.30
Finishing 6 to 30d	.08	Cigar Box	
Smooth Box 4 to 6d	.08	Bulk, lb.	.20
Smooth Box 8 to 20d	.08	1 lb. Papers, ea.	.25
Barb Box 4 to 5d	.08	$\frac{1}{4}$ lb. Papers	.20
Barb Box 6	.08	$\frac{1}{4}$ lb. Papers	.15
Trunk—		Horseshoe—	
Bulk, per lb.	.30	Capewell, lb.	.20
1-lb. Papers, ea.	.35	Northwestern	.20
$\frac{1}{4}$ -lb.	.20	Union	.25
$\frac{1}{2}$ -lb.	.15		

NETTING, POULTRY—Hexagon, Galvanized After Weaving—

2 inch, 20-gauge—List roll, 12 in., \$3.14; 18 in., \$3.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.13; 60 in., \$8.91; 72 in., \$10.69.
Sell Full Roll—12 in., \$2.35; 18 in., \$3.40; 24 in., \$4.30; 30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.80; 72 in., \$11.75.
Sell Out (lin. ft.)—12 in., 2 $\frac{1}{4}$ c; 18 in., 3 $\frac{1}{4}$ c; 24 in., 4 $\frac{1}{4}$ c; 30 in., 5c; 36 in., 5 $\frac{1}{4}$ c; 48 in., 7 $\frac{1}{4}$ c; 60 in., 9 $\frac{1}{4}$ c; 72 in., 11 $\frac{1}{4}$ c.

1 $\frac{1}{4}$ -inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.38; 48 in., \$10.50; 60 in., \$13.13; 72 in., \$15.75.
Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40; 30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in., \$14.50; 72 in., \$17.25.
Sell Out (lin. ft.)—12 in., 3 $\frac{1}{4}$ c; 18 in., 4 $\frac{1}{4}$ c; 24 in., 5 $\frac{1}{4}$ c; 30 in., 7 $\frac{1}{4}$ c; 36 in., 8 $\frac{1}{4}$ c; 48 in., 11 $\frac{1}{4}$ c; 60 in., 14c; 72 in., 16 $\frac{1}{4}$ c.

1 inch, 30-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.88; 36 in., \$13.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75.
Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$13.50; 48 in., \$18.00; 60 in., \$22.50; 72 in., \$27.00.
Sell Out (lin. ft.)—12 in., 5 $\frac{1}{4}$ c; 18 in., 7 $\frac{1}{4}$ c; 24 in., 9 $\frac{1}{4}$ c; 30 in., 11 $\frac{1}{4}$ c; 36 in., 13c; 48 in., 17 $\frac{1}{4}$ c; 60 in., 22c; 72 in., 26c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Continued—

¾-inch, 20-gauge—List Roll—12 in., \$8.55; 18 in., \$13.39; 24 in., \$18.88; 30 in., \$18.71; 36 in., \$21.38; 48 in., \$28.50; 60 in., \$35.68; 72 in., \$42.75.
 Sell Full Roll—12 in., \$9.40; 18 in., \$13.50; 24 in., \$17.00; 30 in., \$20.50; 36 in., \$23.50; 48 in., \$31.25; 60 in., \$39.00; 72 in., \$46.50.
 Sell Cut (lin ft.)—12 in., 9c; 18 in., 13c; 24 in., 16½c; 30 in., 20c; 36 in., 23c; 48 in., 30½c; 60 in., 38c; 72 in., 45c.

NIPPERS—Nettleton—8-in., \$1.60 each; 10-in., \$1.85; 12-in., \$2.00; 14-in., \$2.45.

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
¾, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv...	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv...	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black...	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv...	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black...	.05	.07	.07	.07	.08	.10	.12	.14	.16
¾, galv...	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black...	.06	.09	.09	.09	.10	.11	.13	.17	.18
¾, galv...	.08	.14	.14	.14	.14	.18	.21	.25	.32
1, black...	.08	.13	.13	.13	.13	.15	.18	.22	.25
1, galv...	.11	.19	.19	.19	.19	.24	.28	.34	.38
1½, black...	.11	.17	.17	.17	.17	.20	.24	.29	.33
1½, galv...	.17	.29	.29	.29	.29	.32	.38	.45	.52
1½, black...	.13	.18	.20	.20	.20	.25	.29	.36	.40
1½, galv...	.21	.31	.35	.35	.35	.39	.46	.54	.60
2, black...	.18	.18	.27	.27	.27	.32	.38	.50	.54
2, galv...	.37	.37	.47	.47	.47	.52	.61	.68	.75

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 70c lb.; 5-16, 65c lb.; ¾, 50c lb.; 7-16, 45c lb.; ½, 35c lb.; 9-16, 35c lb.; ¾, 30c lb.; ¾, 30c lb.; ¾, 25c lb.; 1, 25c lb.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.; 5-16, 30c lb.; ¾, 25c lb.; 7-16, 25c lb.; ½, 20c lb.; ¾, 20c lb.; ¾, 18c lb.; ¾, 18c lb.; 1, 18c lb.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOOKS—3-in., per pair, 40c; 2½-in., per pair, 60c; 2½-in., per pair, 70c.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	.10	140	.15
16	.15	240	.20
100	.20		

OIL—Boiled Linseed, \$2.50 gal.

OILERS—

Mowing Machine—	No.	Each	Steel, Railroad—	No.	Each
8 A	.35		10	1.00	
8 B	.40		11	1.25	
1100	.20				
1120	.35				
1140	.30				
Steel, Spring Bottom—					
12	.25				
13	.30				
13 A	.35				
14	.40				
14 A	.45				

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0300	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinnay & Boyle			
13	3.00	88	3.25
17	5.50	87	3.75
17 G	3.75	37 G	3.85

PAOKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 68 N12, Red Edge, 75c; No. 146 A 12, Blue and White striped, \$1.50.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	76	.75
2802 ¼	.35	78	.85
2822 ¼	.50	96	.50
2869	1.00	96 O	.65
2879	1.50	131	.50
2880	1.75	5441	.85
2881	2.25		
2883	3.00		
Miller			
1	1.50	Slaymaker	
016	.25	1902	.60
18	.30	1903	.50
18 B	.35	9903	.65
19	.40	9902 N O	.60
21	.50	21090	.75
75	.50	Yale	
		232	.65
		235	.80
		453 J	.35
		453 X	.35

563	1.25	818	1.50
565	1.50	815	1.50
585	1.30	823	1.75
685	1.25	833	2.00
645 J	.60	843	2.50
803	1.40	853	2.75
805	1.50	8454	2.00
805 ½	1.75		

PAINT SUNDRIES—

Alcohol (Denatured)	Gal.	Inside Floor—	Gal.	2.90
1 gallon	\$1.10	¼-gals.	¼-Gal.	1.60
5 gallon	.95	Quarts	Qt.	.95
Glue—		Porch—		
No. 2 Gelatine	.50	Gals.	Gal.	4.25
Chicago White	.50	¼-gals.	¼-Gal.	2.25
Alum. pwd. less than		Quarts	Qt.	1.20
100 pounds, lb.	.17	Oil	Gal	
Benzine—		Floor		.75
New Cans, cased, gal.	.48	Gloss		1.50
Old Cans, uncased, gal.	.80	Lard, No. 1		1.80
Lamp Black—Bear Brand—		Lin-O-Oil		.90
1-S. lb. pkg.	.40	Linseed, Boiled		2.20
¼-S	.25	Linseed, Raw		2.15
¾-S	.15	Neatsfoot No. 1		2.40
Paint, Dry Colors		Neutral		.60
Burnt Umber	.11	Paraffine		.70
Chrome Green, Med.	.30	Tints, Kalsomine	Lb.	
Graphite	.06	Barrels, 280 lbs.		.08 ½
Princess Metallic	.06	Kegs, 100 lbs.		.09
Raw Sienna	.11	100-lb. bulk		.09 ½
Venetian Red	.04 ½	25-lb. bulk		.09 ½
Yellow Ochre	.04	Less 25 lbs.		.10

Paints, Ready Mixed

1st Grade, White—			Less 100 lbs. 5-lb. pkgs.	.10
Gals.	Gal.	4.40	Kalsomine, White	
¼-gals.	¼ Gal.	2.80	Bbls, 280 lbs.	.08
Quarts	Qt.	1.25	Kegs, 100 lbs.	.09
Pinta	Pt.	.70	4 25-lb. pkgs. bulk	.09 ½
½-pinta	½ Pt.	.40	35 lbs. bulk	.09 ½
1st Grade, Colors—			Less 25 lbs.	.10
Gals.	Gal.	4.35	100 lbs., 5-lb. pkgs.	.09 ½
¼-gals.	¼ Gal.	2.35	Less 100 lbs.	.10
Quarts	Qt.	1.30	Turpentine	Gal.
Pinta	Pt.	.65	1 gallon	1.30
½-pinta	½ Pt.	.35	5 gallon	.97
2nd Grade White or Colors—			Wax	Lb.
Gals.	Gal.	2.90	Johnson's	.70
¼-gals.	¼ Gal.	1.60	Old English	.70
Quarts	Qt.	.95		

PANS—Acme Frying—

No. 00, each.	\$	15	No. 4, each.	\$	40
No. 0, each.	.25		No. 5, each.	.45	
No. 1, each.	.30		No. 6, each.	.50	
No. 2, each.	.35		No. 7, each.	.60	
No. 3, each.	.35				

PAPER—Asbestos, size 1-16 and under, 25c lb. cut; over 1-16, 25c lb.

Paper Sheathing, Red or Gray, 30-lb., 95c roll; 35-lb., \$1.15 roll; 30-lb., \$1.35 roll.

Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll \$2.50 (cut 6c lb.).

PAPER—Building—

P & B	No. 1—500	\$2.00	Imitation P & B	No. 1—500	\$1.30
No. 1—1000	3.90		No. 1—1000	3.40	
No. 2—500	2.95		No. 2—500	2.55	
No. 2—1000	5.75		No. 2—1000	4.95	
No. 3—500	4.00		No. 3—500	3.60	
No. 3—1000	7.70		No. 3—1000	6.75	

Red Resin—

17 lb \$1.15 25 lb. \$1.65
 20 lb 1.40 30 lb. 1.90

PAPER—Roofing, Smooth or Sanded—Ply ¼, \$1.35 lb.; ply 1, \$2.25; ply 2, \$3.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—

No. 00-0, 40c qr.; ¼, 45c qr.; 1, 50c qr.; 1½, 60c qr.; 2, 65c qr.; 2½, 70c qr.; 3, 80c qr.

PEAVIES—	Maple	Hickory	Maple	Hickory
2½ x 4	\$2.50	\$2.75	\$2.80	\$3.00
4½	2.75	2.85	3.00	3.10
5½	2.75	2.85	3.00	3.25
2½ x 4½	2.75	3.00	3.10	3.35
3 x 4½	3.00	3.25	3.35	3.50
5	3.00	3.25	3.35	3.60
3 x 5	3.15	3.50	3.75	3.85

PERCOLATORS, COFFEE—Universal—

Each	Each	Each	Each
44	\$4.00	74	5.50
46	4.50	76	6.00
48	5.00	79	6.75
52	4.25	714	7.25
54	4.50	464	5.50
56	5.00	466	6.00
58	5.50	469	6.75
64	5.00	474	6.00
66	5.50	476	6.50
69	6.25	479	7.25
614	6.75	1204	8.75

RETAIL SELLING PRICES—Continued.

PERCOLATORS, COFFEE (Universal)—Continued—

1306	4.00	1410	5.50
1208	4.25	1504	4.25
1210	5.00	1508	4.50
1804	4.25	1508	4.75
1806	4.50	1510	5.25
1308	4.75	1704	4.25
1810	5.00	1706	4.50
1404	4.75	1708	4.75
1406	5.00	1710	5.25
1408	5.25		

Percolator Tops, 10c each.

PICKS—Railroad—No. 1710, \$1.40 each; 1711, \$1.50; 1712, \$1.60; 1713, \$1.70; 1714, \$1.85; 1715, \$2.00.
Drifting—No. 1, \$1.25; 1½, \$1.40; 2, \$1.50; 3, \$1.60; 4, \$1.70.

PINS—Clothes—O—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—Gas and Water (black)— $\frac{1}{8}$ inch, 6c foot; $\frac{1}{4}$ inch, 7c;
 $\frac{3}{8}$ inch, 7c; $\frac{1}{2}$ inch, 9c; $\frac{3}{4}$ inch, 11c; 1 inch, 16c; 1 $\frac{1}{4}$
 inch, 22c; 1 $\frac{1}{2}$ inch, 27c; 2 inch, 35c.
 Galvanized— $\frac{1}{8}$ inch, 8c foot; $\frac{1}{4}$ inch, 9c; $\frac{3}{8}$ inch, 9c;
 $\frac{1}{2}$ inch, 11c; $\frac{3}{4}$ inch, 14c; 1 inch, 20c; 1 $\frac{1}{4}$ inch, 27c;
 1 $\frac{1}{2}$ inch, 35c; 2 inch, 45c.

PIPE, STOVE-Nested, full joints-Size, 3-inch, 35c joint; 4-inch, 80c; 5-inch, 80c; 6-inch, 85c; 7-inch, 40c; 8-inch, Japan, 85c; 4-inch, 40c; 5-inch 45c. 8-inch Galvanized, 40c; 4-inch, 45c; 5-inch 50c; 6-inch, 55c.
Half Joints-Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints-Size, 6-inch to 5-inch, 85c joint; 7-inch to 6-inch, 40c joint.

PIPE FITTINGS—Price, each.

	1/4.	3/8-in.	1/2-in.	3/4-in.	1-in.
	Blk.	Gal.	Blk.	Gal.	Blk.
Bushings	\$.05	\$.10	\$.05	\$.10	\$.10
Caps .....	.05	.10	.05	.10	.15
Couplings .....	.10	.10	.10	.15	.15
Crosses .....	.10	.15	.15	.25	.35
Elbows, 90 Deg. ....	.05	.10	.10	.15	.10
Elbows, 45 Deg .....	.05	.10	.10	.15	.20
Elbows, Reduc'g .....	.10	.15	.15	.15	.25
Elbows, street .....	.05	.10	.10	.15	.25
Floor Flanges .....	.20	.35	.20	.45	.50
Lock Nuts .....	.05	.05	.05	.10	.15
Plugs .....	.05	.05	.05	.05	.10
Reducers .....	.05	.10	.10	.15	.20
Return Bends .....	.15	.25	.20	.35	.45
Tees .....	.10	.10	.15	.20	.20
Unions .....	.15	.25	.15	.25	.30
Waste Nuts .....	.05	.10	.05	.10	.15

	1-in.	1 1/4-in.	1 1/2-in.	2-in.
	Gal.	Blk.	Gal.	Blk.
Bushings..	.15	.10	.15	.20
Caps..	.20	.15	.30	.35
Couplings..	.30	.20	.25	.30
Crosses..	.60	.45	.70	.85
Elbows, 90 Deg..	.20	.25	.30	.35
Elbows, 45 Deg..	.30	.35	.55	.60
Elbows, Reduc'g	.80	.25	.45	.80
Elbows, street	.80	.25	.45	.80
Floor Flanges..	.50	.30	.60	.85
Lock Nuts	.20	.15	.25	.35
Plugs	.10	.08	.15	.20
Reducers	.30	.30	.35	.45
Return Bends..	.65	.55	.95	1.10
Tees	.25	.35	.45	.65
Unions	.40	.35	.55	.75
Waste Nuts	.15	.15	.25	.40

	Nipples							
	1/4-in.		1/2-in.		3/4-in.		1-in.	
	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.
Close .....	.05	.05	.05	.05	.05	.05	.10	.10
Long .....	.05	.10	.05	.10	.05	.10	.10	.10
4-in. Long .....	.05	.10	.05	.10	.08	.15	.10	.10
5-in. Long .....	.05	.10	.10	.10	.10	.10	.10	.10
6-in. Long .....	.08	.10	.10	.15	.10	.15	.15	.15

	1-in.		1 1/4-in.		1 1/2-in.		2-in.	
	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.
Close .....	.10	.10	.10	.10	.15	.15	.20	.20
Long .....	.15	.10	.20	.15	.25	.20	.30	.25
4-in. Long .....	.15	.15	.20	.20	.25	.25	.35	.35
5-in. Long .....	.15	.15	.20	.20	.25	.25	.35	.35
6-in. Long .....	.20	.20	.25	.20	.30	.25	.40	.35

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars, No. 018, 014, 12 1/2 c; 25, 25 1/2 c, 26, 10 c ea.; 27, 15 c ea. Cylinders, No. 54 (1508), 85 c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each.

Dampers, No. 3, 4, 15 c each; 5, 6, 20 c each; 7, 30 c each.

Elbows, No. 3 Org., 25 c each; 4, 30 c; 5, 30 c; 6 35 c; 7, 40 c; 3 Adj., 4 Pc., 35 c; 4 Adj., 4 Pc., 40 c; 5 Adj., 4 Pc., 40 c; 6 Adj., 4 Pc., 45 c; 3-inch Adj. Galvld., 35 c; 4-inch Adj. Galvld., 40 c; 5-inch Adj. Galvld., 45 c; 6-inch Adj. Galvld., 50 c; 3 Org. Jap., 30 c; 4 Org. Jap., 35 c.

Flue Stops, Nos. 1 and 36, 15 c each; 8, 15 c each; 30, 15 c each; 40, 20 c each.

Roof Plates and Saddles, Nos. 15, 16 (Slide), 90 c each; 50, 60 (Bridge), 75 c each.

PISTOLS—AUTOMATIC—

Colts—No. A252 (CA25), \$16.50 each; A252NP (OA25P), \$18.50; A323½ (CA32), \$20.35; A3803½ (CA380), \$20.85; 384½ (CA384½), \$29.70; 386 (CA386), \$25.00; 456 (CA455), \$25.80.

Smith & Wesson—SW85, \$31.50 each.

Savage—SA82, \$20.85 each.

H. & R.—HRA25, \$15.40 each; HRA32, \$19.25.

PITCH—Asphaltum—5-lb. can, 85c; 10-lb. can, 70c; 25-lb can, \$1.50; 50-lb. can, \$2.75; 1/2 Bbl., \$4.50; Bbls., \$8.00

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

Block-Bailey—No. 9½, \$3.40 each; 9¾, \$2.75; 15, \$2.50; 16, \$2.60; 17, \$2.75; 18, \$2.75; 19, \$2.85.
Block, Stanley—No. 60, \$2.65 each; 60½, \$3.40; 61, \$2.40; 65, \$3.15; 100, 60c; 101, 50c; 102, 85c; 103, \$1.30; 110, \$1.25; 120, \$1.75; 180, \$1.75; 181, \$2.75; 203, \$1.40; 220, \$1.75.

Iron, Bailey—No. 2, \$4.25 each; 3, \$4.50; 4, \$4.75; 4½, \$5.25; 5, \$5.25; 5½, \$6.00; 6, \$7.00; 7, \$8.00; 8, \$10. No. 2C, \$4.50 each; No. 3C, \$4.75; No. 4C, \$5.00; No. 4½C, \$5.50; No. 5C, \$5.50; No. 5½C, \$6.50; No. 6C, \$7.50; No. 7C, \$8.50; 8C, \$10.75.

Iron, Stanley—No. 602, \$4.50 each; 603, \$4.85; 604, \$5.35;
604½, \$6.00; 605, \$6.00; 605½, \$6.75; 606, \$7.75; \$6.07;
\$8.75; 608, \$10.50. No. 609C, \$4.75 each; 609C, \$5.15;
604C, \$5.50; 604½ C, \$6.50; 605C, \$6.50; 605½ C, \$7.35;
606C, \$8.25; 607C, \$9.50; 608C, \$11.25.

All Wood—Plain, No. 15W, \$1.25; 21W, \$2.25; 27W, \$2.50; 029W, \$2.65. Raze, No. 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom Bailey—No. 22, \$3.00 each; 23, \$3.00; 24, \$3.00; 26, \$3.50; 27, \$3.85; 28, \$4.25; 29, \$4.40; 30, \$4.65; 31, \$4.65; 32, \$5.00; 35, \$3.75; 36, \$4.25.
Rabbit—No. 10, \$7.00 each; 10½, \$5.85; 75, 90c; 90, \$4.25; 92, \$4.25; 93, \$5.00; 190, 191, 192, \$2.85.

PLATES—GAS HOT—

Griswold—No. 601, \$3.50 each; 602, \$6.00; 603, \$8.75; 702, \$8.00; 702N, \$9.50; 708, \$11.50; 708N, \$13.00; 722, \$9.50; 722N, \$11.00; 723, \$12.50; 728N, \$14.50; 1001, \$1.75; 1002, \$3.75; 1003, \$6.25.

PLIERS—Bernard's, No. 100, 4½-inch, \$1.00 each; 5½-inch, \$1.25; 6½-inch, \$1.50; No. 101, 5½-inch, \$1.25; 6½-inch, \$1.50; No. 102, 4½-inch, \$1.85; 5½-inch, \$2.25; 6½-inch, \$2.75; 8-inch, \$3.75; No. 103, 4½-inch, \$1.00; 5-inch, \$1.10; No. 104, 4½-inch, \$1.00; 5-inch, \$1.10; No. 105, 5-inch, \$2.00; No. 106, 4½-inch, \$1.10; 5-inch, \$1.25; No. 108, 6-inch, \$1.40; 7-inch, \$1.85; No. 111, 5½-inch, \$1.75.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00.
 \$1.35 each; 0, \$1.50; 2, \$3.00; 3, \$3.50; 12, \$9.00; 25,
 \$4.00; 30, \$3.25; 35, \$3.90; 45½, \$4.85; 90, \$4.00; 93,
 \$4.75; 95, \$7.50; 98, \$4.00; 101, \$3.00; 102, 75c; 104, \$1.00
 6012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6521, \$2.35; 6518,
 \$2.85; 6524, \$3.25.

POINTS AND CHUCKS—

For 80 and 81.....	.75	8-inch.....	.85
For 35.....	.50	10-inch.....	1.10
Nos. 11 and 15, 8-in.....	.55	No. 75.....	2.25
8-inch.....	.60	No. 60.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

POLISH (FURNITURE)—Calol, $\frac{1}{2}$ pint, 80c each; 1 pint,

40c; 1 quart, 60c; $\frac{1}{2}$ gallon, \$1.00; 1 gallon, \$1.75; 5 gallons, \$7.00.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$1.75; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 75c; 2 pound, \$1.40; 5 pound, \$3.00.

Metal—NonOle, $\frac{1}{2}$ pint, 50c each; 1 pint, 75c; 1 quart \$1.25.

Shoe—Shuwhite, 15c each; Midnight Oil, 15c; Royal, 15c;
Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;
1 C Satinola, 10c; 2 O Satinola, 15c 5 P S Shoe Satin, 10c;

10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 20c each; 3, Black Silk, 25c; 2, Black Eagle, 30c; 10 E, Enameline, 15c.
Baste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E. Enameline, 10c; 6 E. Enameline, 15c;

POTS—Fire.

Gasoline

1		\$19.00	10	Quart.	1.40
5		17.00	12	Quart.	1.50
21		14.50	16	Quart.	1.75
71		19.00			
73		17.00			
221		22.50			
			4	Quart.	.55
			6	Quart.	.55
			8	Quart.	.85
			10	Quart.	1.00
4	Quart.	\$.85			
6	Quart.	1.00			

PULLERS—Nail—Rex, \$1.45 each; Rex Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

RETAIL SELLING PRICES—Continued.

PULLEYS—Brass Screw, No. 850, $\frac{1}{2}$ inch, 10c each; $\frac{3}{4}$, 10c each; $\frac{1}{2}$, 10c each; 1, 15c each; 1 $\frac{1}{2}$, 25c each; 1 $\frac{3}{4}$, 40c each. No. 370, $\frac{1}{2}$ inch, 25c each; 1, 40c each. Brass side, No. 1150, $\frac{1}{2}$ inch, 20c each; $\frac{3}{4}$, 20c each. No. 1170, $\frac{1}{2}$ inch, 25c each; $\frac{3}{4}$, 30c each. Brass Upright, No. 500, 25c each. Clothes Line, No. 610, 2 15c each; 2 $\frac{1}{2}$ 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each; 2 $\frac{1}{2}$ 25c each; 1660, 20c each; 1670, 25c each; 6350 G, 85c each; 6500, 55c each. Hay Fork, No. 1267, 60 each 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. 8.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

No. 5	Prouty	Foot, \$.16
No.	Richards-Wilcox	
9	Foot No.	Foot
182, 0132	.12 16,019	.50
	.50 150	.10

RABPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14 \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14 \$1.85; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—Eveready

No.	No.
700, each	\$1.00
2, each	3.00
800, each	1.00
900, each	1.00
1000, each	1.00
100, each	\$7.50
460, each	5.00
460 B, each	5.00
470, each	5.00
501 B, each	6.00
12 X B Blades, Pkg.	1.00

706 B, Blades, Pkg.	\$.40
800 B, Blades, Pkg.	.50
900 B, Blades, Pkg.	.25
1000 B, Blades, Pkg.	.50
480, each	5.00
500, each	5.00
500 B, each	6.00
501, each	6.00
6 X B Blades, Pkg.	.50

1, set	5.00
15, set	6.00
25, set	6.50
251, set	5.00
Auto Strop	
2541, set	5.00
600 B Blades, Pkg.	1.00
600 $\frac{1}{2}$ B Blades, Pkg.	.50

REGISTERS

Jap 6x8	\$1.55
Jap 8x10	1.65
Jap 10x12	2.40
Jap 10x14	8.15
Jap 12x14	4.85
White 6x8	\$1.86
White 8x10	2.00
White 10x12	2.90
White 10x14	3.80
White 12x14	5.35

REGISTER FACES

Jap 6x8	\$1.00
Jap 8x10	1.10
Jap 10x12	1.70
Jap 10x14	3.20
Jap 12x14	2.80
White 6x8	\$1.30
White 8x10	1.45
White 10x12	2.30
White 10x14	3.85
White 12x14	3.65

REVOLVERS

Colts, Model	Each.
Police Positive	\$23.10
Police Positive Special	24.20
Police Positive Target	25.80
Army Special	25.30
New Service	27.50
Single Action	24.20
Harrington & Richardson	
308, 225	\$8.80
208 B, 228 B	9.35
204, 224	9.35
204 B, 224 B	9.90
268, 278	9.90
268 B, 278 B	10.45
264, 274	10.45
264 B, 274 B	11.00
Iver Johnson	
300, 308, 323	18.20
300 B, 308 B	13.75
304	18.75
304 B	14.80
323 B	13.75
324	13.75
324 B	14.80
343, 353	14.80
343 B, 353 B	14.85
344, 354	14.85
344 B, 354 B	15.40
364 B	15.40
365 B	15.70
Smith & Wesson	
1905 Military, Police	30.50
Regulation Police	28.50
1903 Hand Ejector	27.00
38 S. & W. Perfected	22.00
1908 Military	27.00
1911 Target	81.25
New Departure 32	25.00
New Departure 38	27.00

RIFLES—No. and Model—

Daisy Air	Each
25	\$4.00
40	4.00
3	2.75
30	2.50
11	1.50
12	1.35
King Air	
4	2.25
5	2.65
21	1.35
22	1.50
Marlin	
20 TD—Octagon Brl.	18.50
27 TD—Round Brl.	21.80
TD—Octagon Barrel	24.55

29 TD—Round Brl.	15.60
1897 TD—Round Brl.	22.75
TD—Octagon Barrel	24.80
Remington	
4 TD—Octagon Brl.	12.10
6 TD—Round Brl.	8.35
8 A TD Round Brl.	49.50
12 TD—Round Brl.	20.00
TD—Octagon Brl.	22.20
14 A TD—Standard	36.15
TD—Carbine	36.05
16 A TD—Standard	36.05
Savage	
1899 TD—Feath'wt.	42.35
1899 SF	36.30
1904 TD—Single Shot	8.25

1914 TD—Ham'less	24.75
Stevens	
Little Scout	5.50
Crack Shot	7.25
Marksmen	9.00
Favorite	10.50
70 TD—22	16.50
Winchester	
1886 SF—Round Brl.	38.50
TD—Round Brl.	44.95
1890 TD—Oct. Fancy	46.55
TD—Oct. Plain	24.10
1892 SF—Round Brl.	27.80
SF—Oct. Brl.	28.90
Carbine	25.15

TD—Oct. Brl.	37.45
1894 SF—Round Brl.	29.40
SF—Oct. Brl.	31.55
SF—Carbine	27.80
TD—Oct. Brl.	37.70
1895 SF	40.65
1895—Govt. Model	48.85
1895 TD	47.10
1902 TD—22	8.25
1903 TD—Plain	34.25
TD—Fancy	59.95
1904—TD—22	9.90
1906 TD	21.95
1907 TD	51.85

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box. Tinned 3, 3 $\frac{1}{4}$, 30c lb.; 4, 5, 28c lb.; 6, 7, 8, 10, 25c lb.

ROPE—Cotton Thread—Size 8-16, 75c lb.; $\frac{1}{4}$ to 5-16, 75c; $\frac{1}{2}$ to $\frac{3}{4}$, 75c; $\frac{1}{2}$ to 1, 80c. Manila—Base, 45c lb.; Sisal, Base, 40c lb. Advance for sizes on Manila and Sisal Rope—3-16-inch, 2 $\frac{1}{2}$ c; $\frac{1}{4}$ and 5-16-inch, 2c; $\frac{3}{4}$ -inch, 1 $\frac{1}{2}$ c; 7-16 to 9-16-inch, 1c; $\frac{1}{2}$ -inch, $\frac{1}{2}$ c; $\frac{3}{4}$ -inch and larger, base.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 35c each; No. 372 (36 $\frac{1}{4}$) 70c; 378 (31) \$1.15; 386 (82) 70c; 388 (32 $\frac{1}{4}$) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 10c; 751 (61) 30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62 $\frac{1}{2}$) 80c; 781 (62) 80c; 861 A (53 $\frac{1}{4}$) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66 $\frac{1}{4}$) 60c; 3351 Y (66) 60c; 3861 (66 $\frac{1}{4}$) 70c; 3881 (66 $\frac{1}{4}$) \$1.40. Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (08), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (108), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	Rip
7	\$1.90	\$2.00	\$2.15	\$2.25	\$2.35	\$2.60
D-8 and 1874	2.85	2.50	2.60	2.70	2.85	3.10
16	2.85	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 and 22	2.50	2.65	2.85	3.05	3.25	3.50
D-20 and 23			2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 and 15	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

No.	Simonds	Disston	Royal	Chinook C.C.	Chinook C.C.	
3 $\frac{1}{2}$ ft.	\$3.85	\$8.50	6 ft.	\$9.60	5 $\frac{1}{2}$ ft.	\$5.75
4 ft.	8.55	4.00	6 $\frac{1}{2}$ ft.	10.80	6	6.50
4 $\frac{1}{2}$ ft.	4.80	4.50	7	12.00	6 $\frac{1}{2}$	7.30
5 ft.	4.80	5.00	7 $\frac{1}{2}$	13.25	7	8.15
					7 $\frac{1}{2}$	9.50

Simonds Felling same price as Royal Chinook C. C.

Atkins No. 400 and 401		22 in.	\$4.85
28 in.	\$6.35	20 in.	4.40
26 in.	5.50	18 in.	4.15
24 in.	5.20		
Atkins No. 68 and 69		22 in.	\$2.70
28 in.	\$3.60	20 in.	2.50
26 in.	3.15	18 in.	2.20
24 in.	2.90		
Atkins No. 53, 51 and 65		22 in.	\$2.60
28 in.	\$3.80	20 in.	2.40
26 in.	2.90	18 in.	2.10
24 in.	2.75		
Atkins No. 64			
28 in.	\$4.00	No. D100 or No. D20	
26 in.	3.50	Disston	
24 in.	3.20	26-inch	\$3.25
22 in.	3.00	24-inch	3.50
20 in.	2.75	Back 12 in.	3.25
18 in.	2.50	Back 14 in.	2.50
16 in.	2.25	Back 16 in.	2.75
14 in.	2.00	Back 20 in.	3.00
12 in.	1.75	Back 22 in.	3.25
10 in.	1.50	Compass No. 2, 10 in.	.60
8 in.	1.25	12 in.	.85
6 in.	1.00	14 in.	.70
4 in.	.75	16 in.	.75
2 in.	.50	No. 10 Simonds or No. 7	
		Disston	
		16-inch	\$1.80
		18-inch	1.90
		22 in.	3.00
		20 in.	2.70
		18 in.	2.40
		Atkins No. 66 and 67	
		22 in.	2.65
		20 in.	2.50
		18 in.	2.30

RETAIL SELLING PRICES—Continued.

SAWS—Continued—

2 in.	2.10	No. 112 Disston.	
3 in.	1.95	26-inch	\$3.35
18 in.	1.75	28-inch	3.50
24-inch	3.50	Butcher No. 10, 18 in.	1.35
30-inch	3.85	18 in.	1.35
36-inch	4.25	20 in.	1.50
42-inch	4.75	22 in.	1.65
20-inch	2.25	Kitchen No. 3, 12 in.	.45
22-inch	2.50	14 in. ....	.55
24-inch	2.65	16 in. ....	.55
26-inch	2.75	Mitre 24 in.	3.50
28-inch	2.85	26 in.	3.75
No. 4 Simonds or No. 120		28 in.	4.35
Disston.		30 in.	5.00
26-inch	\$4.00	Nest Complete No. 3.	1.50
28-inch	4.35		
Back—			
Com Spl Brace V tooth	1.00		
Com Dbl Brace Tuttle tooth	1.75		
Com Dbl Brace V tooth	1.50		
SAW CLAMPS—Stearns. 3.	\$1.75; 0, \$1.00; 105, \$2.50;		
200, \$1.50; West. 3, \$2.50; Perfection, \$1.00; No. 10,			
\$1.50; M33, \$2.00; No. 11 with guide, \$3.25.			
SAW SETS—			
301 G. & P.	\$1.00	Colonial	\$1.35
Spec. Morrill.	1.10	7 Taintor	1.10
105 Morrill. ....	.60	28 Triumph	1.25
1 Morrill.	1.00	Hammer .....	.85
10	1.00	Lever .....	.25
77 .....	.60		
X Out—			
Morrill No. 3.	\$1.35	Morin No. 2.	2.25
Baker No. 3.	2.25	Morin No. 2 1/2	2.75
SAW TOOLS—		Morin No. 3.	1.00
Chopper Outfit.	\$.75	Setting Tool Disston—	
Morin Raker Gauge—		No. 100 .....	.65
No. 1	1.00	No. 4 Setting Blocks—	
No. 6	1.25	No. 4 Blocks, Morin.	1.00
No. 9	1.50	Swages No. 0 Dist.	4.50
Atkins Raker Swage. ....	.40	Swages, Whitings.	1.00
5-M Tooth Gauge. ....	.15	Atkins, Rex	1.00
Jointers Pikes Perf. ....	.60	Atkins Excelsior. ....	.75
Jointers No. 7 Sterns. ....	.65		
SCALES—Family, No. 11021, \$3.50 each; 1102, \$3.00 each;			
Peddler, No. 101, \$4.00 each; 108, \$4.35 each; 115, \$4.75			
each; 485E, \$5.00 each.			
Spring Balance, No. 50, 30c each; 51, 55c; 87, \$5.00; 303,			
\$4.75.			
SCISSORS—Cast, No. 10, 40c each; 44, 7 1/2 inch 40c; 3 1/2			
inch 45c; 340, 4 inch 35c; 4 1/2 inch 30c; 325, 4 inch 30c;			
4 1/2 inch 30c; 5 inch 35c; 5 1/2 inch 40c; 6 inch 45c; 320,			
70c; 350, 65c.			
Wiss. No. 4 B H, \$1.35 each; 5 B H, \$1.30; 4 E, \$1.25;			
54 1/2, 95c; 55, \$1.00; 55 1/2, \$1.05; 56, \$1.10; 56 1/2, \$1.15;			
57, \$1.20; 154 1/2, \$1.10; 155, \$1.15; 155 1/2, \$1.20; 156,			
\$1.25; 156 1/2, \$1.35; 157, \$1.45; 164, \$1.30; 164 1/2, \$1.35;			
365, \$1.30; 366, \$1.45; 462, \$1.10; 462 1/2, \$1.15; 464,			
\$1.20; 575, \$1.45; 575 1/2, \$1.40; 574 1/2, \$1.35; 663, \$1.45;			
663 1/2, \$1.60; 664, \$1.65; 762, \$1.05; 762 1/2, \$1.10; 764,			
\$1.15; 764 1/2, \$1.20; 765, \$1.25; 765 1/2, \$1.30; 766, \$1.35;			
775, \$1.10; 775 1/2, \$1.15; 774, \$1.20; 814, \$1.20; 814 1/2,			
\$1.25; 815, \$1.30; 815 1/2, \$1.35; 816, \$1.45.			
SCOPES—Long Handle, No. A 4 L, \$2.35 each; A 6 J, \$2.40;			
744 L, \$2.50; 746 L, \$2.60.			
D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.09; 4,			
\$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10,			
\$2.90; 743, \$2.35; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746,			
\$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.			
The last figure in the number of a scope shows its size.			
SCREWS—Iron Bench—			
7/8	\$1.00	1 1/4	1.40
7/16	1.10	1 1/2	1.50
1	1.20	1 3/4	2.25
Wood Hand—			
6 inch .....	.45	14 inch	1.10
8 inch .....	.65	16 inch	1.35
10 inch .....	.85	18 inch	1.60
12 inch .....	.95	20 inch	1.70
Jorgensen—			
No. 0	\$1.15	No. 3	1.65
No. 1	1.25	No. 4	2.00
No. 2	1.50	No. 5	2.50

SCREWS—

Lag—Gimlet Point, Square Head—

Length—	1/4, 5-16-in.	3/8-in.	1/2-in.	3/4-in.	1-in.
Dos. 100	Dos. 100	Dos. 100	Dos. 100	Dos. 100	Dos. 100
1	30 2.00				
2	35 2.15	40 2.60	55 3.65		
2 1/2	40 2.85	45 2.85	60 4.00	1.00	5.85
3	45 2.55	45 3.10	65 4.30	1.05	6.25
3 1/2	45 2.95	50 3.85	70 4.55	1.10	6.70
4	45 2.90	50 3.85	80 4.90	1.20	7.15
4 1/2	45 3.10	55 3.80	90 5.25	1.30	7.60
5	50 3.25	60 4.00	95 5.60	1.40	8.00
5 1/2	50 3.45	65 4.25	1.00 5.90	1.50	8.50
6	55 3.60	70 4.50	1.05 6.25	1.60	9.00
6 1/2		75 4.75	1.10 6.60	1.70	9.45
7		80 5.00	1.20 6.90	1.75	9.85
7 1/2		85 5.25	1.25 7.20	1.85	10.30
8		90 5.40	1.30 7.55	1.90	10.75
9			1.40 8.20	2.00	11.65
10			1.50 8.85	2.15	12.50

Bench—Iron—1-inch, \$1.00; 1 1/4-inch, \$1.25; 1 1/2-inch, \$1.50; 1 3/4-inch, \$2.25. Wood—3-inch, \$1.35.

SCREW DRIVERS—Yankee—30, \$3.00; 31, \$3.75; 35, \$1.50; 130, \$2.35; 131, \$3.90.

SCREW DRIVERS—G. & P.—367—1 1/4, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—	Each	No.	Each
No.			
400	\$2.40	300	2.35
450	2.35	350	2.35
Weed		100	2.35
300	2.40	150	2.35
550	2.35		

STEEL—Mild—See Iron. Tool, 30c; Drill, Com., 30c.

STEEL GOODS—Forks, Alfa—A-134 1/2, \$2.00 each; A-135,

\$2.00 each.

Forks, Barley—Bo185, \$3.00 each; Bo505, \$3.75; Bo18D,

\$3.00; Bo50D, \$2.75.

Forks, Barn or Enallage—No. 508, \$2.50 each; 510, \$2.75.

Forks, Hay—No. 0, \$154 1/2 B, \$1.60 each; 0, \$155 B, \$1.65

each; 0, \$155 1/2 B, \$1.75; 0, \$164 1/2, \$1.80; 0, \$165, \$1.85;

0, \$165 1/2, \$2.00.

Forks, Header—Ro154 1/2, \$2.25 each; Ro155, \$2.25;

Ro155 1/2, \$2.25; Ro156, \$2.35; Ro164 1/2, \$2.40; Ro165,

\$2.50; Ro165 1/2, \$2.50; Ro166, \$2.60; Ro165, \$2.35;

Ro155 1/2, \$2.35.

Forks, Manure—No. 04D, \$1.80 each; 05DX, \$1.90; 05D,

\$2.00; 06DX, \$2.15; 06D, \$2.35; 44Z, \$1.20; 44X, \$1.40;

44 1/2 X, \$1.45; 54 1/2 X, \$1.70; 64 1/2 X, \$2.00; 044 1/2, \$1.50;

044 X, \$1.55; 044 1/2 X, \$1.60; 044 1/2, \$1.65; 054 1/2 X, \$1.85;

054 1/2, \$2.00; 064 1/2 X, \$2.10; 064 1/2, \$2.35.

Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; 0LDX,

\$1.60; L4X, \$1.45; 0L4X, \$1.55; 05H4, \$2.50; Jo4, \$2.00;

JoW, \$2.50.

Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 3P, 60

3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c;

BB6, 90c; W7, \$1.10; W7 1/2, \$1.10; 34W, 75c.

Hooks, Potato—No. 4BHD, \$1.25 each; 4BHM, \$1.25;

5BOH, \$1.45; UHW4, \$1.75; 4GNE, \$1.15; 6GNE, \$1.35;

6GNE, \$1.50.

Hooks, Manure—No. M40, \$1.35 each.

Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00;

16, \$1.15.

Rakes, Hay, Wood—No. 01, 50c each.

Rakes, Lawn—No. 26LR, \$1.15 each; 120R, 65c; 124R,

65c; 3046, \$1.15.

Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM,

65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.

Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13,

\$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

SHEARS—Grass

1

26

6 1/2

097

SHEARS—Dressmakers', Etc., Wiss—

No.

130

186

186 1/2

187

187 1/2

187 1/2

187 1/2

187 1/2

187 1/2

187 1/2

187 1/2

187 1/2

187 1/2

STEEL GOODS—

Potato Forks.	Fish Forks.	Riveted.	Snaths	Mortar.	Floral Sets.
P064	IF	RA	50	9	1
P06D	Stone.	Socket.	100	S10	2
Stalce Forks.	HH4	G078	Smith's Hoes.	M210	3
208	99R	G078X	50A	M29	4
210	Warren.	Beebe.	Nursery.	19C5	Floral Shovels.
212	Hoes.	BB6	No. 7	Asphalt.	FSD
Coke Forks.	W7	BB6 1/2	German.	914	Floral Hoes.
710	W7 1/2	Acme.	GE2-0	Turf.	TY4
712	W8	A	Planter's Eye.	Dandelion.	GR6
714	Ladies.	Mattock.	AES	Spuds	Floral Rakes.
Shavings Forks.	LY5	DES	AES	Dock Cutter	Clam Rakes.
306L					

RETAIL SELLING PRICES—Continued.

SHEARS—Continued—

138 1/2	1.65	347	1.65
139	2.00	347 1/2	1.75
147	1.45	348	1.80
147 1/2	1.55	447	1.80
148	1.60	447 1/2	1.90
148 1/2	1.65	448	2.05
180	2.45	1080	2.45
182	8.00	1086	1.25
184	8.80	1086 1/2	1.35
186	4.90	1087	1.45
189	2.00	1087 1/2	1.55
190 L	2.45	1088	1.60
198	1.60	1088 1/2	1.65
199	2.00	1089	2.00

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 lb.; 18 to 24, 18c; 26 to 27, 18c; 28, 14c; 30, 15c. **Black Sheets—Full Sheets,** 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. **Corrugated—**28 Ga. \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c out, 12c full sheet. **Galvanized Flat,** 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 20c out, 14c full sheet. **Galvanized, Corrugated,** 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. **Painted, Corrugated,** 28-gauge, 6 to 10 feet, open.

SHIELDS—

Diamond—Expansion	% each	Diamond—Lead	% each
3-16, each	.05	1/4 x 1/4, each	.04
1/4, each	.06	3-16 x 1/4, each	.04
5-16, each	.07	3-16 x 1/2, each	.04
1/2, each	.08	1/4 x 1/2, each	.06
3/4, each	.12	1/2 x 1/2, each	.06
1, each	.15	5-16 x 1, each	.07

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. **Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 and larger, 11c.** **Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.**

SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.40 each; 201, \$2.25; 401, \$1.75; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$1.75 each; 203, \$2.25; 307, \$2.75; 403, \$1.75; 404 B, \$1.75; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.

Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.75; 400 A, \$2.10; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.

Long Handle, Square Point, No. 103, \$2.10 each; 202, \$2.25; 304, \$2.50; 402, \$1.75; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75c, 85c; 100, \$1.00.

SLIDS—Hand and Coaster.

Flexible Flyer—	Jr. Racer	4.25
No. 1	Racer	5.00
No. 2	Tux. Racer	7.50
No. 3	Fire Fly—	
No. 4	No. 9	\$1.75
No. 5	No. 10	2.25
No. 6	No. 11	2.75
	No. 12	3.25

SMOOTH-ON—75c lb

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair; W7, \$8.75; W8, \$5.00; W9, \$2.65; W 10, \$3.25; W11, \$1.85; W12, \$1.50.

Wiss, Curved Blade—No. W6 1/2 OB, \$6.25 pair; W7 OB, \$5.25; W8 OB, \$4.50; W9 OB, \$4.00; W10 OB, \$3.65; W11 OB, \$3.00; W12 OB, \$2.65.

SOLDER—1/4 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.

SQUARES, STEEL—

No.	Each	No.	Each
3	2.25	100 A	4.00
3 B, 3 G	3.00	100 B, 100 G	3.25
10	1.60	100 C R	4.00
14	2.10	100 G V R	3.75
14 B, 14 G	2.75	100 R	3.75
23	1.25	100 R B T D	4.00
24	1.40	100 R G T D	4.00
37	1.75	101	2.50
100	2.65	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.55
2 9	1.10	20 6	.70
12 4	.60	20 7 1/2	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.25

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c.

Poultry Wire—1/4-inch, 15c lb.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.

Caliper Rules, 40% above list.

Thickness Gauges, 40% above list.

Steel Tables, 40% above list.

All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—

69. \$1.75 69B. \$1.50 247. \$2.00 5. \$.50 14. \$2.00

STOCKS AND DIES—

Green River List plus 25%	Common No. 1 pipe	\$7.75
Little Giant, List plus 25%	No. 2	9.90
Armstrong No. 1 pipe	Stocks Only—	
No. 2	Common No. 1 Pipe	2.75
No. 1/4	Common No. 2 Pipe	4.75
No. 3, 1 1/4 to 2	Armstrong No. 2	3.50
No. 3, 1 to 2	No. 3	5.30

STONES, SHARPENING—Aloxite or Carborandum—No. 107,

\$1.50 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.25; 121 to 123, \$1.00; 124 to 126, 80c; 128 to 132, \$1.25; 133 to 135, 75c; 142 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.50; 42, 30c.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No.

20 Lever Handle—

1/4 inch \$1.25 1/2 inch 2.00

3/4 inch 1.75 1 inch 3.00

No. 30 High Grade "Cap" Pattern T or Lever Handle—

Rough Brass, Iron Pipe Threads.

1/4 inch \$1.50 1/2 inch \$2.50

3/4 inch 2.10 1 inch 3.75

STOVES—Common Air-Tights—

No. 16 Unlined \$2.25 No. 22 Lined \$4.50

No. 18 Unlined 3.00 No. 24 Lined 5.00

No. 20 Lined 4.00 No. 26 Lined 6.00

STRIP—Weather—Rubber, 1/4-in. 3c per ft; 1/2-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in. Price No. in. Price No. in. Price

1 1/2 \$1.50 2 3/4 \$2.00 3 1/2 \$2.75

SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.00

each; Club (N), \$11.00 each; Grand Rapids (N), \$5.50

each; Grand Rapids (J), \$4.75 each; Parlor Queen (N),

\$6.50 each; Princess (N), \$5.75 each; Superba (N), \$7.50

each; Universal (N), \$5.25 each; Universal (J), \$4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Out—2, 35c

lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 434 Out, or 434 Wire 1/4 lb. papers—3, 10c

box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Out,

or 438 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6,

7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—

3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Gimp—No. 224, 2 1/2, 15c; 3, 15c; 4, 15c; 6, 15c; 8, 15c.

Upholsterers'—No. 304 Out, 1/4 lb. papers—1 1/2 lb box;

2, 15c; 3 1/2, 15c; 4, 15c; 6, 10c; 8, 10c; 10, 10c;

12 to 16, 10c. No. 305, Out, or 355 Wire in bulk—3, 35c

lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.

Double Pointed—Blind, 1/4 lb. papers—3, 5c box; 10, 5c;

11, 5c; 12, 5c; 14, 5c. Blind in bulk—309, 30c lb.; 210,

30c; 211, 30c; 212, 30c.

TAPS—Machine Hand—

1-16 to 15-64.....30% 1 1-16 to 2.....30%

1/4 to 1.....30% 2-16.....30%

1 1-16 to 2.....30% 3-16.....30%

Left Hand Dbl list plus 20% 1/4 to 1/2.....35%

Machine Screw— 1/2 to 2.....40%

1 1/4 to 13.....35% 3/4 to 3.....30%

14 to 24.....35% 3/8 to 4.....30%

Machine Nut— 1/2 to 2.....40%

3-16 to 1.....30% 3/4 to 3.....30%

3/8 to 4.....30%

TAPES—

Starrett Lufkin.

No. 510, 25-ft. 260 \$3.85

No. 510, 50-ft. 263 4.85

No. 510, 75 ft. 265 6.15

No. 510, 100-ft. 266 7.75

No. 505, 25-ft. 240 3.25

555 4.75

100 4.00

108 5.00

No. 505, 50-ft. 242 \$4.00

No. 505, 75-ft. 245 5.25

No. 505, 100-ft. 246 6.75

Starrett Lufkin.

550 3.00

553 3.75

105 6.25

1260 3.60

1262 4.50

1265 5.75

TEES—Stove Pipe—Cylinder—

Adjustable 6-inch—

4 to 8......65

6 to 12......75

Adjustable 7 inch—

6 to 12......85

TENTS—

Gopher—Western, 25c each; Noxall, 25c; Maccabees, 25c;
Easy Set, 25c; Newhouse, 35c; California Pocket, 25c.
Mole—Reddick, \$1.10 each; Out-O-Sight, \$1.85.
Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood,
15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c;
Oage, 25c.
Rat—Sure Catch, 10c each; Security, 25c; Holdem, small,
75c; Holdem, large, \$1.00.

TROUGH—

VAGONS—Express		No. 3	
Steel		Coaster	Star
No. 04	\$1.50	No. 10	\$5.75
No. 02	1.65	No. 20	4.50
No. 02	1.85	No. 30	7.00
No. 0	2.35	No. 40	7.50
No. 1	2.75		
No. 2	3.00		

Digitized by Google

RETAIL SELLING PRICES—Continued.

WAGONS—Express—Continued—

Wagners—		Mars—Wells—	
No. 18	6.50	No. 10	5.75
No. 20	7.50	No. 11	6.50
No. 24	8.50	No. 13	7.00

WASHERS—Cast Iron—Size $\frac{1}{2}$ to $\frac{3}{4}$, 9c lb.; $\frac{3}{4}$ to 2, 9c lb.; Angles, all sizes, 11c lb.
Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 22c lb.

Wrought Steel—Size 3-16, 25c lb.; $\frac{1}{4}$, 20c; 5-16, 20c; $\frac{3}{8}$, 18c; 7-16, 18c; $\frac{1}{2}$, 15c; 9-16, 15c; $\frac{5}{8}$, 15c; $\frac{3}{4}$, 15c; $\frac{7}{8}$, 12c; 1-inch, 12c.

WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 27c; 2 White, 25c; 01 Colored, 22c; 02 Colored, 20c; 10 Wool, 20c.

WATCHES—

Yankee	1.85	Junior	2.75
Triumph	1.50	Midget	2.75
Eclipse	2.00	Radiolite	2.85

WAX—Floor, 60c lb.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WHEELBARROWS—Brick—No. 10 B, \$11.50 each; 20 \$11.00.

Garden—No. 2 V, \$10.00 each; 3 V, \$12.00; 21, \$6.25. Railroad—No. 15, \$6.00 each; 17, \$7.00 each; 19, \$7.00. Steel Tray, Wood Frame—No. 2 A, \$11.50 each; 28, \$8.50; 27, \$11.25; K 29, \$14.00. Steel Tray and Frame—No. AX, \$11.00 each; 4, \$13.50; 5, 14.75; 10, \$19.00.

WINDOW GLASS—B Grade—

Single Strength—		Double Strength—	
1st 3 Brackets	70%	Double Strength	70%
Balance of Brackets	70%		
Extras for putting in glass—			
1st 3 Brackets, light 50c		3d 3 Brackets, light	\$1.00
2d 3 Brackets, light 75c			
Larger Lights			75c per hour, per man

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots	\$.08
Galvanized—Nos. 6 to 16, 5 to 24-lb. lots	.10
Black, 1 to 5-lb.	.10
Galv., 1 to 5-lb.	.12

Barbed Fence—
Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.

Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1c lb.
Bale Ties—9 $\frac{1}{2}$ ft., 15 Ga., per bundle of 250, \$32.25.

WIRE FENCE—Plain Wire—

Gauge	Annealed	Galvanized	Baling Wire
5 and Coarser	\$.10	\$.80	
6 to 9	.05	.70	
10	.05	.75	
11	.10	.80	
12	.15	.85	\$.30
13	.25	.95	.40
14	.35	1.05	.50
15	.45	1.50	.60
16	.55	1.60	.70
17	.80	2.35	.95
18	.95	2.50	1.10

WIRE CLOTH—Hardware—Black—

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
2	14	30c	6	18	30c
3	16	30c	6	20	32c
4	18	35c	8	24	15c
		15c	10	28	12 $\frac{1}{2}$ c

Galvanized—

Mesh.	Gage.	Sq. Ft.	Mesh.	Gage.	Sq. Ft.
1	14	15c	4	23	10c
2	19	10c	6	25	12 $\frac{1}{2}$ c
3	21	10c	8	27	12 $\frac{1}{2}$ c

WOODENWARE—

Boards, Pastry

No.	Each	No.	Each
16x22 inches	\$.85	15 inches	\$.75
18x24 inches	1.00	17 inches	1.75
20x27 inches	1.20	19 inches	2.00

Bowls, Chopping

No.	Each	No.	Each
11 inches	.30	30 (2)	.45
13 inches	.45	10	.30

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American—No. 10, \$5.00 each; 10 M, \$4.75; 100, \$6.25; 110, \$5.25; 117 E, \$7.00; 120 E, \$6.50; 180, \$6.75; 180 E, \$7.00; B 180 E, \$10.50; 190 E, \$7.50; 300, \$6.75; 301, \$7.25; 302, \$8.00; 360 E, \$8.50; 361 E, \$10.00; 370 E, \$7.50; 390 E, \$7.50; 570 E, \$8.00; 571 E, \$8.50; 590 E, \$8.50; 591 E, \$8.50.

Mop—Eagle, No. 10, \$3.50 each; 14, \$4.00; 22, \$4.75. White—No. 2, \$2.25 each; 3, \$3.00; 1, \$3.50; 0, \$4.25; 8, Steel, \$4.00.

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 85% to List.

WRENCHES—Agricultural—No. 6, 75c each; 8, 90c; 10, \$1.05; 12, \$1.25; 15, \$1.75. Alligator—No. 0, 20c each; 1, 35c; 2, 60c; 3, \$1.45; 12, 30c; 18, 50c.

Bemis & Call—No. 12, \$2.50 each; 15, \$3.75; 18, \$6.75. Coes—Key (28), \$21.00 each; Key (36), \$40.00; Knife (6), \$1.35; Knife (8), \$1.60; Knife (10), \$2.00; Knife (12), \$2.75; Knife (16), \$3.50; Knife (18), \$4.50; Knife (21), \$5.50; Steel (4), \$1.15; Steel (6), \$1.35; Steel (8), \$1.60; Steel (10), \$2.00; Steel (12), \$2.75; Steel (15), \$3.50; Steel (18), \$4.50; Steel (21), \$5.50.

Crecent—No. 188 (4), 90c each; 188 (6), 95c; 188 (8), \$1.10; 188 (10), \$1.35; 188 (12), \$2.00; 188 (15), \$3.00; 68 (8 Dbl. End.), \$1.85; 618 (10 Dbl. End.), \$2.25. Parts add 80%.

Hawkeye—No. 200, 60c each.

WRENCHES—

P. S. & W. Stronghold

	Each		Each
25 6	\$1.25	25 15	\$3.25
25 8	1.50	25 18	4.25
25 10	1.90	25 21	5.25
25 12	2.65		

ZINO—Full Sheets. 40c lb.; less than Sheets, 50c lb.

Retail Selling Prices are Revised up to Time of Going to Press

HOW TO FIGURE TURNOVERS

To measure the rate of turnover for any given line or article divide total sales for the year at cost price by the average investment in those goods at cost price.

Suppose \$250 of each year's receipts represent sales of fancy canned meats. This stock costs \$150. This gives a gross profit of 40 per cent of the sales. The average stock on hand is \$100. Then the year's turnover in fancy canned meats is \$250 divided by \$100 or one and a half times. Allowing 20 per cent for expense leaves a net profit of 20 per cent for the year, or 13 $\frac{1}{2}$ per cent on each turn.

If the stock could be made to turn three times a year, a net profit of 40 per cent would be realized on the year and each additional turnover means an extra profit.

ARIZONA COTTON OF HIGH GRADE

The Arizona cotton crop, grown chiefly in the Salt River Valley, near Phoenix, where some of the rubber companies own large cotton-growing plantations, has been of wonderful benefit in the prosecution of the war. The larger part of it has been utilized in the manufacture of high grade automobile tires, for which purpose it is the best cotton known. Another use to which it has been extensively put is that of making tread—both of these items being prime war necessities. The well-known Egyptian grade only is grown in Arizona and is of a better quality than the Egyptian cotton grown in its native land.

Labor disgraces no man; unfortunately you occasionally find men who disgrace labor.

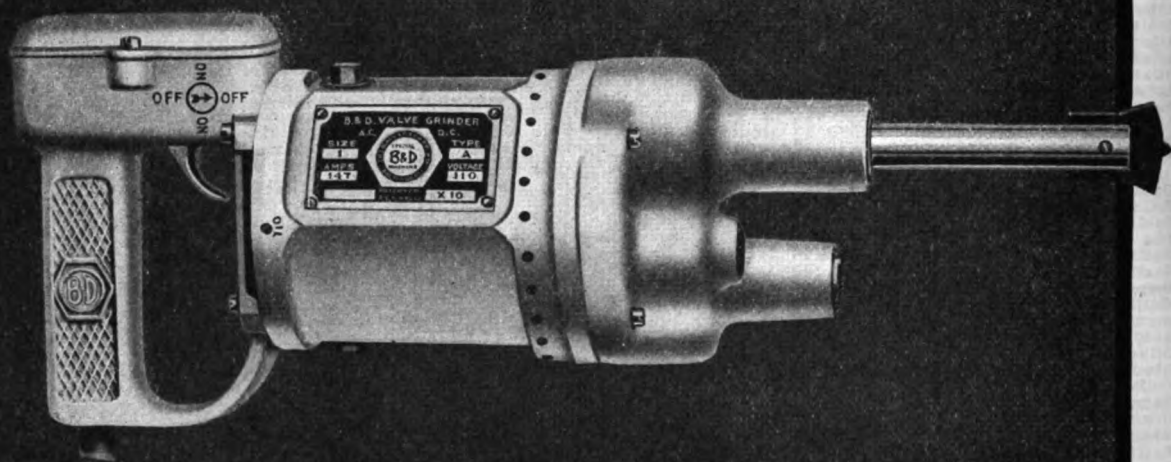
INDEX TO ADVERTISERS

A		F	
Abington Trap Co.	36	Faultless Caster Company	60
Adjustable Sales Corporation	65	Freiden Mfg. Company	139
Advance Automobile Accessories Corp.	109	G	
Aluminum Goods Mfg. Co.	79-151	Geneva Cutlery Company	49
Aluminum Products Co.	176	Giant Powder Co.	21
Allegretti Mfg. Company	46	J. E. Gilson Co.	45
American Bolt & Screw Case Co.	170	Gold Medal Camp Furniture Co.	48
American Chain Co.	141	Goodell-Pratt Co.	10
American Ever-Ready Company	145	Goodyear Rubber Co.	34
American Grinder Mfg. Co.	Cover	John Gottschalk Co.	117
American Pad & Textile Company	22	Goulds Mfg. Company	85
American Saw & Mfg. Company	43	Greenfield Tap & Die Corporation	163
American Steel & Wire Co.	18	H	
Armstrong Mfg. Co.	171	L. P. Halladay Company	127
Atkins, E. C. & Co.	6	J. H. Haney & Co.	147
Atlas Mfg. Co., The	64	Hays Mfg. Co.	165
Atlas Shear Company	71	Hercules Powder Co.	23
Atlas Tack Company	11	Hess-Snyder Mfg. Co.	40
Auburn Ignition Mfg. Company	186	John J. Hildebrandt Co.	49
Automatic Electric Washer Co.	77	A. M. Holter Hdw. Co.	51
Automatic Lawn Sprinkler Co.	62	Honeyman Hardware Co.	51
A. B. Avis	84	W. H. Howell Company	134
		Hunt, Helm, Ferris & Company	16-17
B		Hyfield Mfg. Co.	46
Baker, Hamilton & Pacific Co.	55	I	
Baker-Smith Company	45	International Sales Co.	136
Baldwin Refrigerator Co.	70	International Silver Co.	78
The Bassick Company	82	Ivory Handle Co.	43
Beaton & Cadwell Mfg. Co.	173	Iwan Bros	41
Beaton & Corbin Mfg. Co.	169	J	
Belmont Tumbler Company	67	Johns-Manville Co.	113
Benjamin Air Rifle Co.	73	K	
Berna, Otto	172	F. D. Kees Mfg. Company	139
Berger Bros. Co.	40	Kentucky Wagon Company	40
Billings & Spencer Company	9	M. L. Kline	165
Black & Decker Mfg. Company	194	L	
Boller Machine Works	73	Lalance & Grosjean Mfg. Co.	71
Bommer Bros.	44	Will B. Lane	144
George Borgfeldt & Co.	56	Landers, Frary & Clark	80
Boston Brass Co.	169	Lane Bros. Co.	40
Braunert Mfg. Co.	73	Lanning Company	38
Brewer-Titchener Corp.	133	Lawson Mfg. Co.	43
Brier Hill Steel Co.	33	Lee Broom & Duster Co.	149
Bridgeport Hdw. Mfg. Corp.	47	Lindemann, O. & Co.	66
Buckeye Aluminum Co.	64	Lufkin Rule Co.	35
Buffalo Forge Company	32	M	
Buffalo Sled Co.	63	Machine Appliance Corporation	47
Buffalo Wire Works Company	45	Maine Mfg. Co.	62
Buttum Tool Co.	Cover	Mangrum & Otter	53
Butterfield & Company	169	Manhattan Electrical Supply	130
C		F. W. Mann Co.	115
California Paint Co.	161	McKinney Mfg. Co.	4
California Pump Company	85	McCaffrey File Co.	44
Philip Carey Co.	29	M. H. Merchant Corporation	138
Edward A. Cassidy Co.	115	Meriden Britannia Co.	78
Central Foundry Company	14	Meyers Mfg. Co., Fred J.	67
Chicago Flexible Shaft Co.	39	Monarch Refrigerator Company	58
O. J. Childs Co.	47	Montank Paint Mfg. Co.	160
Champion Blower & Forge Co.	26	Motor Mercantile Company	130
John Chatillon & Sons	57	Mound Tool Co.	143
C. F. Church Mfg. Co.	171	Murphy Varnish Company	5
George M. Clark & Co.	67	F. E. Myers & Bro.	47
Clayton & Lambert	166-172	N	
Cleveland Stone Co.	40	National Carbon Co.	145
Clover Mfg. Company	142-143	National Cash Register Co.	75
Coleman Lamp Co.	65	New Haven Clock Co.	66
Colt's Patent Firearms Co.	27	C. S. Norcross & Sons	41
Columbian Rope Co.	12	New Process Stove Co.	59
Connors, Wm., Paint Mfg. Co.	42	New York Stamping Co.	69
Converse Rubber Shoe Co.	111	Nicholson File Company	76
H. C. Cook Co.	53	North Bros. Mfg. Co.	63
P. & F. Corbin	15	O	
Corbin Cabinet Lock Company	Cover	The James Ohlen & Sons Saw Mfg. Co.	45
Corbin Screw Corporation	37	Oneida Community, Ltd.	88
Crescent Tool Co.	73	Ontario Knife Co.	56
Curtis Pneumatic Machinery Co.	134	P	
D		Pacific Pump & Supply Co.	85
Delta File Works	37	Pacific Sanitary Mfg. Co.	167
Diamond Rubber Co.	125	Packham Crimper Co.	53
E. E. Diets Company	87	Parker Supply Company	73
Henry Diaston & Sons	24	Pearce Mfg. Co.	64
Joseph Dixon Crucible Co.	128	Pennsylvania Lawn Mower Co.	26
Dreadnaught Tire Company	129	Peters Cartridge Co.	49
Duluth Show Case Co.	66	Philadelphia Lawn Mower Co.	38
Dunham, Carrigan & Hayden Co.	52	Phoenix Horse Shoe Co.	20
Du Pont Chemical Works	135	Phenix Mfg. Co.	116
Du Pont Powder Company	83	Pioneer Paper Co.	74
E		Pittsburg Steel Co.	35
Eclipse Mfg. Co.	134	Pittsburgh Water Heater Co.	156
Elastic Tip Co.	73	W. A. Plummer Co.	139
Enterprise Mfg. Co.	61	Q	
Eyelet Tool Company	41	Porter, H. K.	32
F		Portland Cordage Co.	34
Faultless Caster Company	60	Precision Machine & Tool Co.	41
Freiden Mfg. Company	139	Progressive Mfg. Co.	46
G		Pull Easy Mfg. Co.	43
Geneva Cutlery Company	49	R	
Giant Powder Co.	21	Reed & Prince Mfg. Co.	42
J. E. Gilson Co.	45	Remington Arms U. M. C. Co.	25
Gold Medal Camp Furniture Co.	48	Revere Rubber Company	131
Goodell-Pratt Co.	10	Rhode Island Fittings Co.	173
Goodyear Rubber Co.	34	Richards-Wilcox Mfg. Co.	31
John Gottschalk Co.	117	Ringen Stove Co.	68
Goulds Mfg. Company	85	Romort Mfg. Co.	149
Greenfield Tap & Die Corporation	163	Wm. Rose & Bros.	43
H		H. Roth & Sons	53
L. P. Halladay Company	127	G. D. Rowell & Son	31
J. H. Haney & Co.	147	Royal Mfg. Co.	137
Hays Mfg. Co.	165	Royal Self-Heating Iron Co.	71
Hercules Powder Co.	23	Myer S. Rubens, Stove & Furnace Repair Works	174
Hess-Snyder Mfg. Co.	40	A. C. Rulofson Co.	33-35
John J. Hildebrandt Co.	49	Russell & Erwin Mfg. Co.	7
A. M. Holter Hdw. Co.	51	Rutenber Electric Co.	65
Honeyman Hardware Co.	51	S	
W. H. Howell Company	134	Safety Door Hanger Co.	42
Hunt, Helm, Ferris & Company	16-17	Salt Lake Hardware Co.	50
Hyfield Mfg. Co.	46	Samson Cordage Works	44
I		J. Sand & Sons	41
International Sales Co.	136	Wm. B. Scafe & Sons	171
International Silver Co.	78	Schaw-Batcher Co.	44
Ivory Handle Co.	43	Christian Schlicker Mfg. Co.	152
Iwan Bros	41	Schlueter Mfg. Co.	61
J		R. F. Sedgley	150
Johns-Manville Co.	113	Shelby Spring Hinge Co.	24
K		Simon's Mfg. Co.	30
F. D. Kees Mfg. Company	139	Simpson & Stewart	134
Kentucky Wagon Company	40	Smith Mfg. Co., F. H.	32
M. L. Kline	165	Specialty Mfg. Co.	39
L		Spokane Stove & Furnace Repair Works	174
Lalance & Grosjean Mfg. Co.	71	Spring Leaf Lubricator Co.	147
Will B. Lane	144	Standard Electric Tool Co.	146
Landers, Frary & Clark	80	Stanley Rule and Level Co.	16
Lane Bros. Co.	40	Stanley Works	Cover
Lanning Company	38	Star Expansion Bolt Company	45
Lawson Mfg. Co.	43	Star Heat Plate Co.	46
Lee Broom & Duster Co.	149	Starrett, L. S. & Co.	86
Lindemann, O. & Co.	66	Staybestos Mfg. Co.	132
Lufkin Rule Co.	35	Edwin B. Stimpson Co.	31
M		Strevell-Paterson Hardware Co.	51
Machine Appliance Corporation	47	Sturges & Burn Mfg. Company	68
Maine Mfg. Co.	62	Superior Spring Hinge Co.	36
Mangrum & Otter	53	Swan & Finch Co.	119
Manhattan Electrical Supply	130	Jas. Swan Co.	36
F. W. Mann Co.	115	T	
McKinney Mfg. Co.	4	George H. Tay Company	167
McCaffrey File Co.	44	Thomson-Diggs Co.	50
M. H. Merchant Corporation	138	Thomson Mfg. Co.	38
Meriden Britannia Co.	78	Thomas Savill's Sons	173
Meyers Mfg. Co., Fred J.	67	Thermoid Rubber Co.	123
Monarch Refrigerator Company	58	J. B. Timberlake & Son	67
Montank Paint Mfg. Co.	160	Triner Scale Mfg. Co.	65
Motor Mercantile Company	130	Tucker Duck & Rubber Company	48
Mound Tool Co.	143	Tungsten Mfg. Company	121
Murphy Varnish Company	5	Turner Brass Works	174
F. E. Myers & Bro.	47	U	
N		U. S. Steel Products Co.	18
National Carbon Co.	145	Union Fork & Hoe Company	19
National Cash Register Co.	75	United Royalties Corp.	63
New Haven Clock Co.	66	U. S. Tire Co.	131
C. S. Norcross & Sons	41	V	
New Process Stove Co.	59	Vaughan & Bushnell	42
New York Stamping Co.	69	Voss Bros. Mfg. Company	81
Nicholson File Company	76	W	
North Bros. Mfg. Co.	63	Wagner Mfg. Co.	35
O		Weed Chain Tire Grip Co.	141
The James Ohlen & Sons Saw Mfg. Co.	45	Walden-Worcester Co.	128
Oneida Community, Ltd.	88	Washington Cutlery Co.	66
Ontario Knife Co.	56	Joe Welsh	49
P		Wheeling Corrugating Co.	28
Pacific Pump & Supply Co.	85	Whitman & Barnes	3
Pacific Sanitary Mfg. Co.	167	Whitaker-Glessner Co.	28
Packham Crimper Co.	53	Whitlock Cordage Company	3
Parker Supply Company	73	Whitton Hardware Co.	54
Pearce Mfg. Co.	64	Wickwire Bros.	13
Pennsylvania Lawn Mower Co.	26	J. H. Williams & Co.	33
Peters Cartridge Co.	49	Hamp Williams Hardware Co.	84
Philadelphia Lawn Mower Co.	38	Williamson Mfg. Co.	41
Phoenix Horse Shoe Co.	20	Wills Sprinkler Co.	39
Phenix Mfg. Co.	116	Winchester Repeating Arms Co.	153
Pioneer Paper Co.	74	Witt Cornice Company	67
Pittsburg Steel Co.	35	Wooster Brush Company	28
Pittsburgh Water Heater Co.	156	Wrought Washer Mfg. Co.	47
W. A. Plummer Co.	139	X	

BLACK & DECKER

Electric Valve Grinder

"With the Pistol Grip and Trigger Switch"



A Money Maker for You

BECAUSE —

It is a real machine tool built by The Black and Decker Mfg. Co., which has an established reputation for producing unusually fine tools.

It has the patented "Pistol Grip and Trigger Switch". Can be operated as easily and with as little mis-direction as an automatic pistol.

BECAUSE —

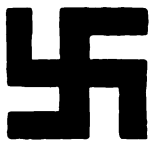
The old laborious method of grinding by hand is obsolete and the demand for such a tool is tremendous in the automotive world, from the largest service station to the one-man repair shop.

THE BLACK & DECKER MFG. CO.

125 S. CALVERT STREET, BALTIMORE, MD., U. S. A.

BRANCHES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill.
Buffalo, N. Y. Boston, Mass. Detroit, Mich. Columbus, Ohio.

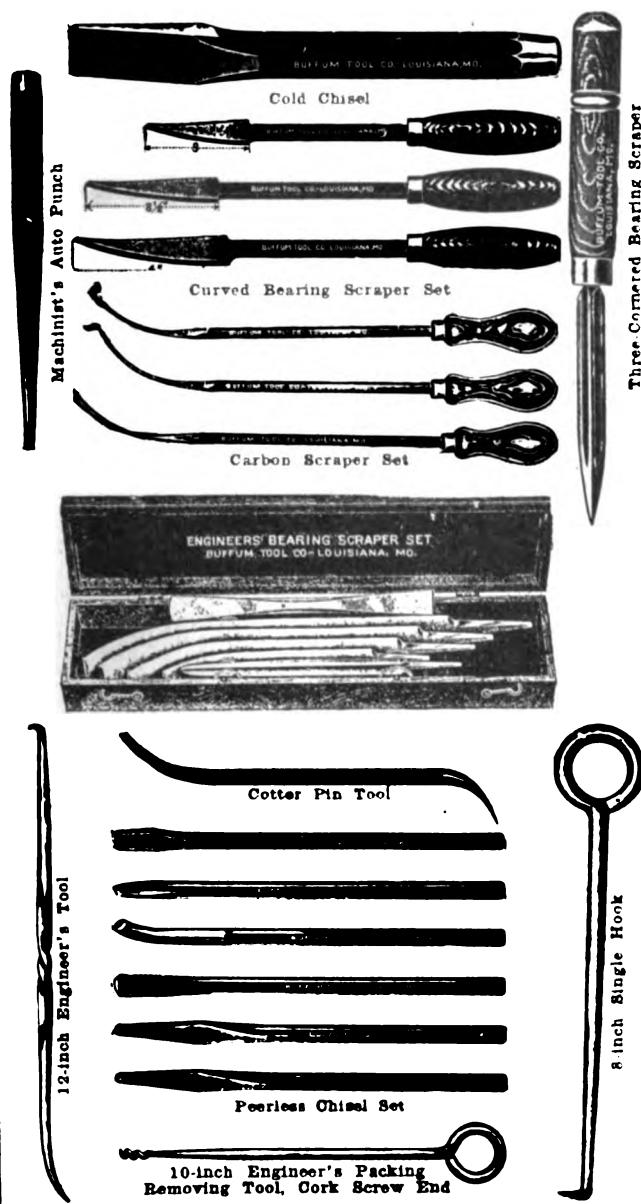
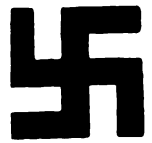


THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



The Quality of Buffum Tools

stands out in every line and stands out more during every month of hard service.

Proper Design
Good Material Best Finish
Right Price

WHAT MORE?

Every Tool Fully
Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T

YOU CAN'T

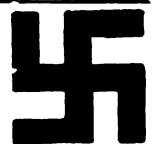
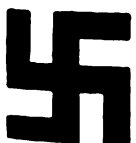
C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street

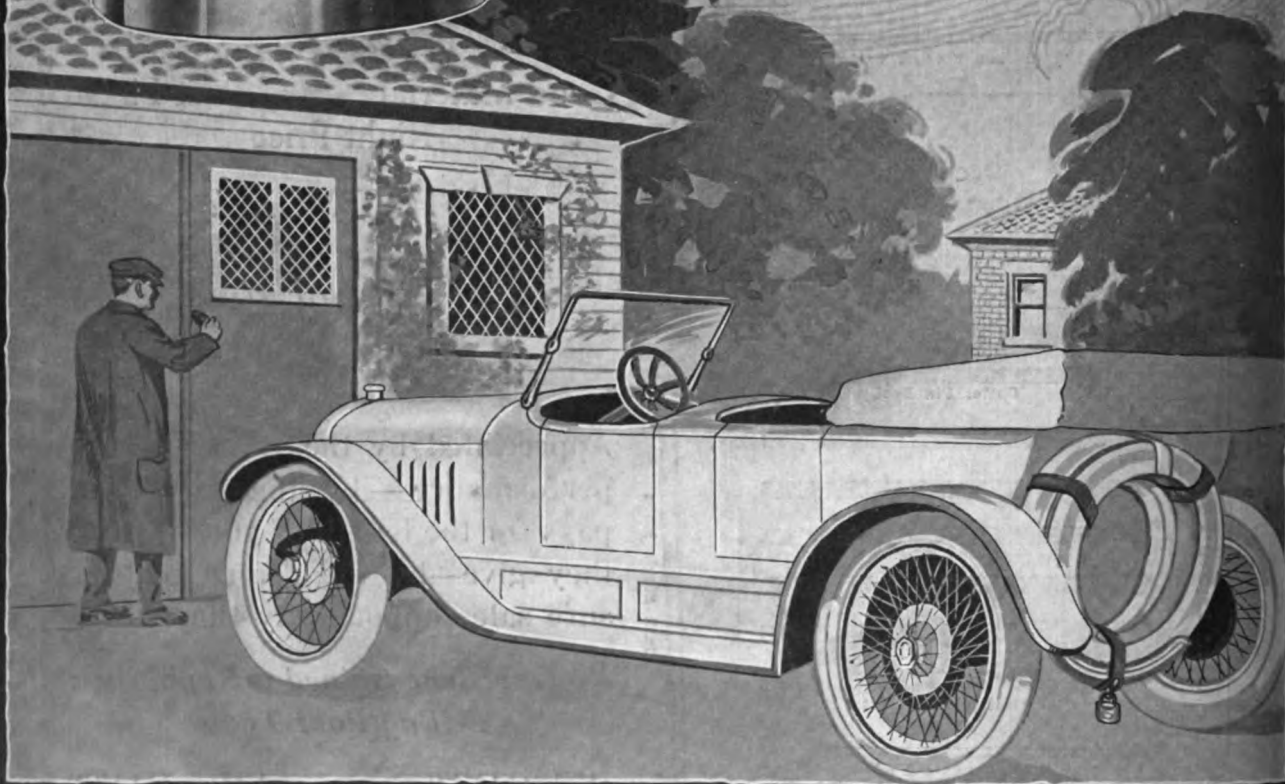
San Francisco, California



"Security First"



EXTRUDED METAL
PADLOCKS



Corbin Cabinet Lock Company

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U. S. A.

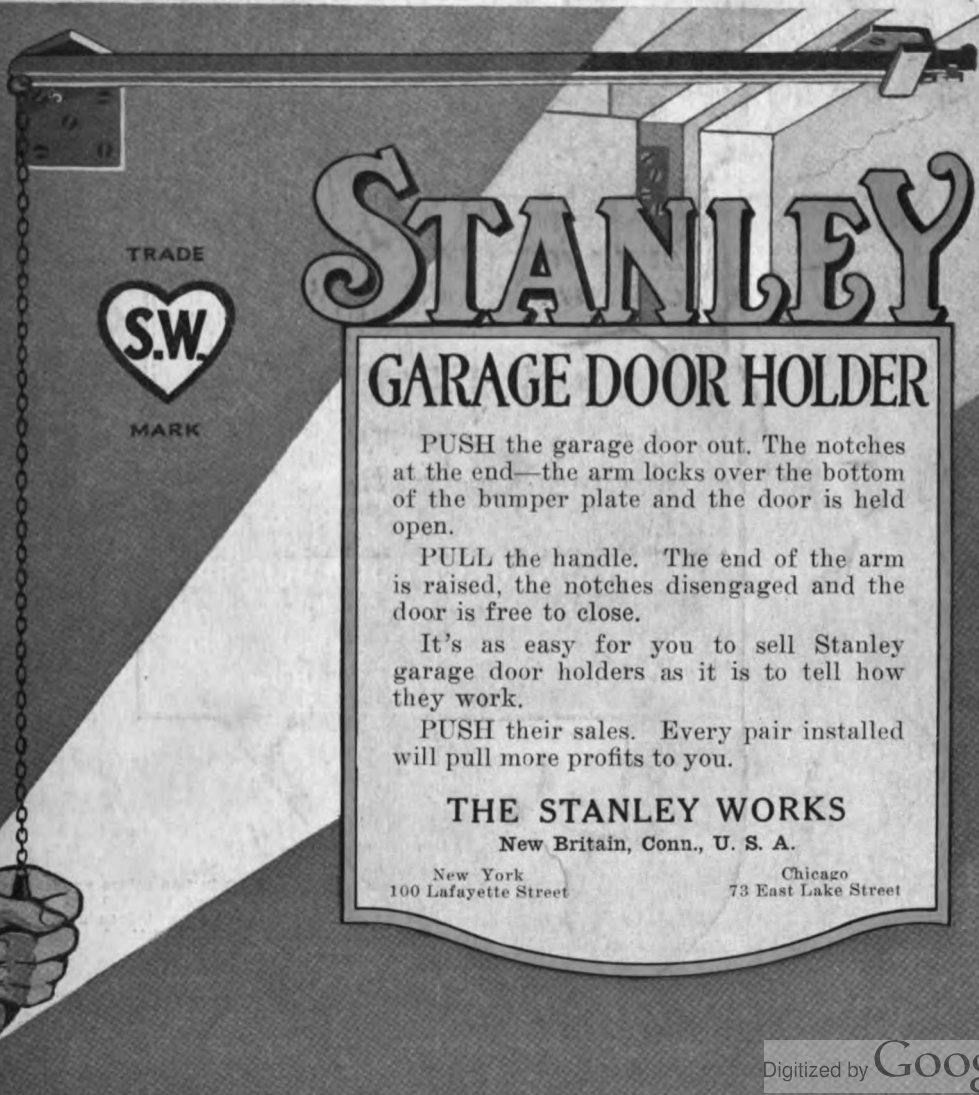
NEW YORK

CHICAGO

PHILADELPHIA

Hardware - PLUMBING AND HEATING - World

JUNE 1919



STANLEY

GARAGE DOOR HOLDER

PUSH the garage door out. The notches at the end—the arm locks over the bottom of the bumper plate and the door is held open.

PULL the handle. The end of the arm is raised, the notches disengaged and the door is free to close.

It's as easy for you to sell Stanley garage door holders as it is to tell how they work.

PUSH their sales. Every pair installed will pull more profits to you.

THE STANLEY WORKS

New Britain, Conn., U. S. A.

New York
100 Lafayette Street

Chicago
73 East Lake Street



DREADNAUGHT T I R E S

**GUARANTEED
5000 MILES**

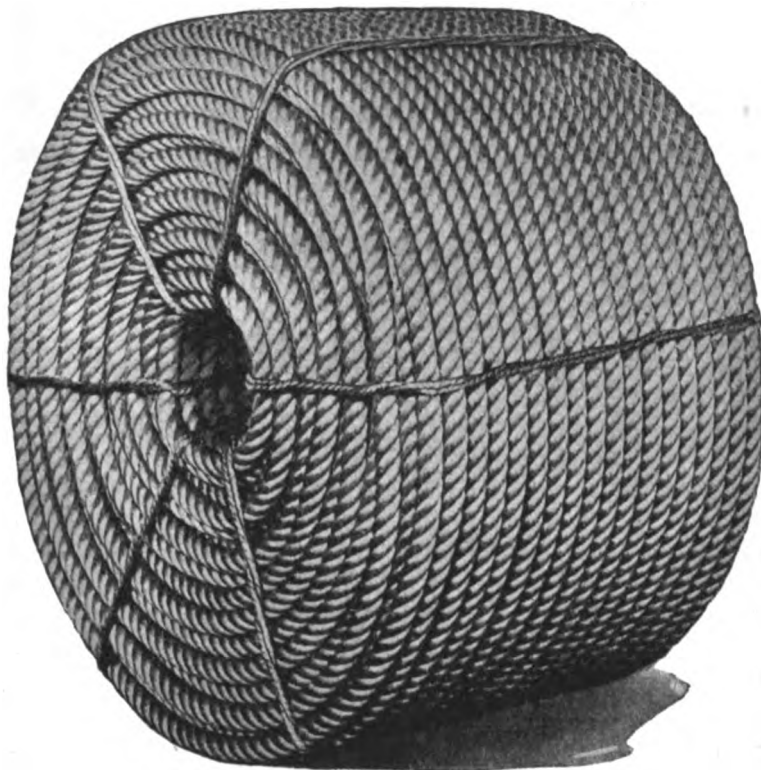
***BUILT TO
CONQUER***



THE DREADNAUGHT TIRE & RUBBER CO.
BALTIMORE, MARYLAND

Charles F. U. Kelly Inc. Sales Department
1834 Broadway . . . New York

This insert in two colors appears in all volumes of the 1919 Automobile Blue Books, "Standard Road Guides of America."



A Coil of Genuine **WHITLOCK ALL-Manila Rope**

"As Good as It Looks"

Try out a length of this standard rope for yourself. Stretch it, twist it, subject it to any test, physical or chemical—it will not fail. Separate the fibres in a single yarn, spread them out on your hand, mark the uniform all-Manila color and lustre—try to break a few fibres, note the elasticity, toughness, great tensile strength.

We guarantee Whitlock Manila Rope to contain high-grade Manila fibre exclusively and to be unexcelled in yardage, strength and durability

Write for printed matter

WHITLOCK CORDAGE COMPANY

Dept. W, 46 South Street, New York

Chicago Office
1309 Chamber of Commerce

The Rope that Endures

KANSAS CITY BRANCH
339 Railway Exchange Building





Volume XIV

JUNE :: 1919

Number 6

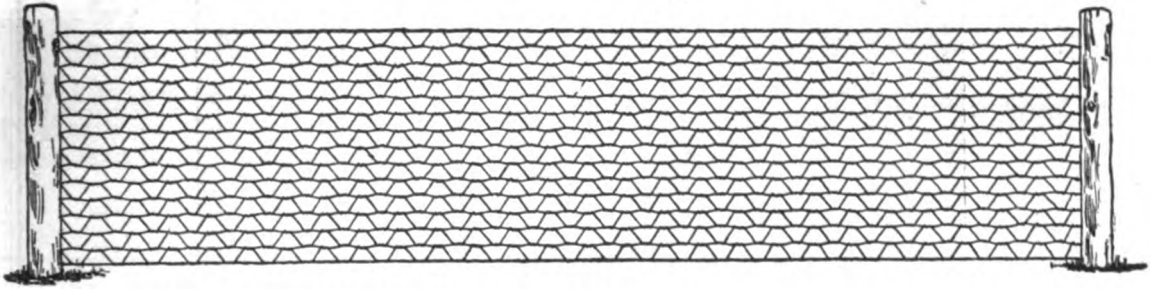
INDEX OF CONTENTS

	Page.
You Must Sell Yourself First.....	89
Wake Up, America!—Hope of the Nation Lies in Returning Soldiers and Sailors	90
What Are You Paying For?—You Often Pay for What You Need, Whether You Get It or Not.....	92
Making Fourth of July Window Trims a Business Producer.....	94
Evolution of the Automobile Supply Business—John F. Welborn.....	97
The Incentive to Purchase—Show Your Customers Why They Will Be Benefited	99
China and Silver Publicity—Methods Used by Successful Merchants to Increase Sales	101
Favorite Jokes of Prominent Hardware Men.....	103
Pushing Paint in Post-War Days—Methods Used by Successful Merchants.....	104
Toys and Wheel Goods in the Hardware Store.....	105
Selling Suggestions for Successful Salesmen.....	106
Loose Methods Invite Dishonesty—A Bad Padlock Invites a Picklock.....	110
Why the Retail Hardware Dealer Should Handle Automobile Accessories—Practical Suggestions From a Practical Sales Manager.....	112
New Revenue Law.....	124
Hardware Merchants Desirable Accessory Distributors.....	132
What's in a Name?—Trenton Potteries Co. Say "Everything".....	164
Master Plumbers of Oregon Hold Convention.....	166
Auto Accessory Department.....	110-150
Retail Selling Prices.....	177-193
Index to Advertisers.....	194

HARDWARE WORLD. Issued on the first of each month by **HARDWARE WORLD Publishing Co.** Subscription, payable in advance, 50c. per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland postoffice. **T. M. Shearman**, Editor and Manager. **Raymond L. Shearman**, Associate Editor. Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor Street, Portland, Ore.	1220 Boatmen's Bank Bldg. St. Louis, Mo.	Suite 533 Phelan Bldg. San Francisco	70 Fifth Ave. New York	204 Scott Bldg. Salt Lake, Utah	507 Pioneer Bldg. Seattle, Wash.
--	---	---	---	--	---

"W W" Poultry Fencing



**Most Practical—Durable—Economical
Poultry Fencing on the Market**



Wickwire Brand Hex Nettings

Galvanized Before or After Weaving

Wickwire Screen Wire Cloth

Cortland Painted Wire Cloth

Made from Hard Drawn Steel Wire

Wickwire White Metal Finish Wire Cloth

Heavily coated with high-grade spelter or zinc by the old fashioned hot process method, recognized the world over as the most approved method of applying a durable zinc coat to iron or steel.

Wickwire Bronze Wire Cloth

Made from Hard Drawn Bronze Wire



WICKWIRE BROTHERS

**CORTLAND
NEW YORK**



*You don't have to carry a
large stock—*

**McKinney
Sliding Folding
Garage Set
No. 9007**

of seldom-called-for odds and ends if you sell the McKinney Sliding-Folding Garage Set No. 9007. Just a few of these sets on your shelves, and the other hardware needed for 3, 4, 5 and 6 door arrangements comes out of your regular stock of hinges and garage hardware. You sell the set—the set sells the other hardware.

Tables showing all the hardware required for different installations are given in a little booklet which we have just issued. This booklet also shows actual views, elevations and floor plans of McKinney Sliding-Folding entrances. Write for your copy now.

Ask for Booklet "G4"

McKINNEY MANUFACTURING COMPANY
Hinges and Builders' Hardware
PITTSBURGH, PENN.

From Coast to Coast



Hotel Pennsylvania New York City
the largest of the Statler group
to be equipped with
Russwin Hardware



California

Federal Realty Building
Oakland, Cal.

RUSSWIN
RUSSELL & ERWIN

**Builders
or
Finishing
Hardware**

RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

NEW BRITAIN, - CONN.

NEW YORK

SAN FRANCISCO

CHICAGO

LONDON, ENG.



FULLY
GUARANTEED

STANDARD
OF
AMERICA

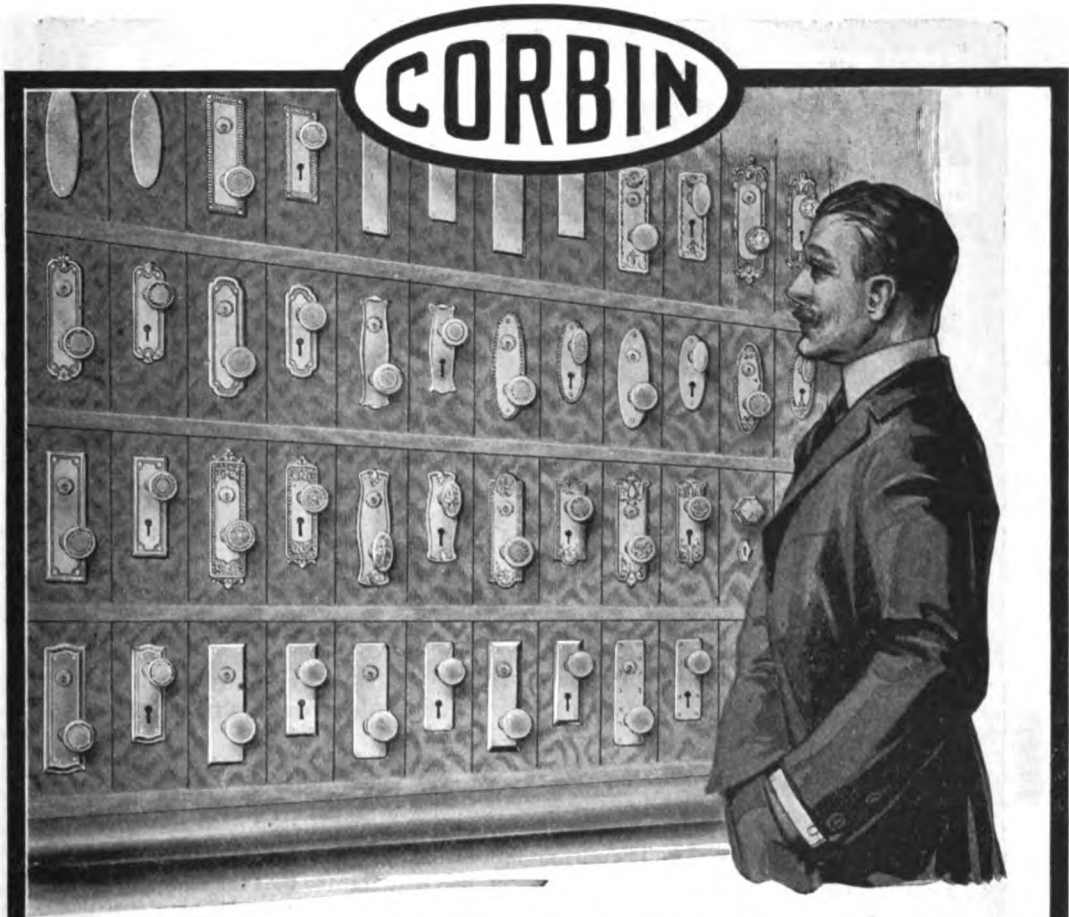
Under the *KEEN KUTTER* Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.



MONEY MAKERS

Corbin Wrought Hardware Satisfies the Dealer who Handles it

THE DESIGNS are pleasing. They range from the plain to the ornate, giving ample scope for choice. The modeling is deep and bold with the detail sharp and clear. There is nothing in the character of the decorative elements which will be inharmonious with other details.

THE SIZES are right for general use—large enough to look well—small enough not to be too prominent—and of the proper proportion for any ordinary location. They are the *saleable* sizes.

THE FINISHES add to the beauty. The finely grained surfaces take any of the Corbin finishes readily.

THE BIG VALUE for the prices makes them ready sellers. Contractors who want satisfactory hardware at reasonable cost find it here. It *looks* like quality hardware and lasts as long as the building on which it is placed.

Send for our **BOOK OF WROUGHT HARDWARE** mailed free upon request.

P. & F. CORBIN

The American Hardware Corporation Successor

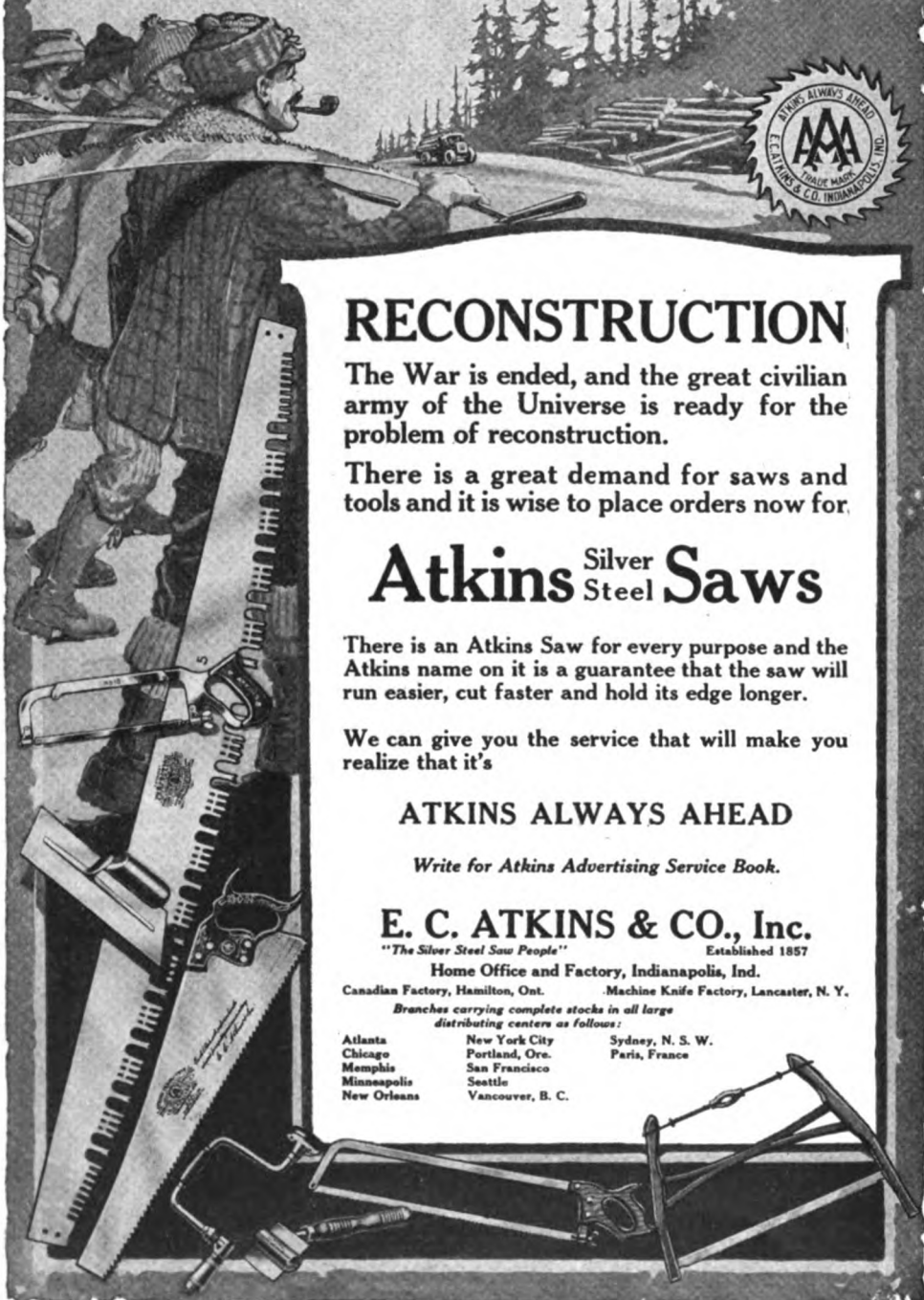
NEW BRITAIN, CONN., U. S. A.

NEW YORK

CHICAGO

PHILADELPHIA

ATKINS SILVER STEEL SAWS



RECONSTRUCTION

The War is ended, and the great civilian army of the Universe is ready for the problem of reconstruction.

There is a great demand for saws and tools and it is wise to place orders now for

Atkins Silver Steel Saws

There is an Atkins Saw for every purpose and the Atkins name on it is a guarantee that the saw will run easier, cut faster and hold its edge longer.

We can give you the service that will make you realize that it's

ATKINS ALWAYS AHEAD

Write for Atkins Advertising Service Book.

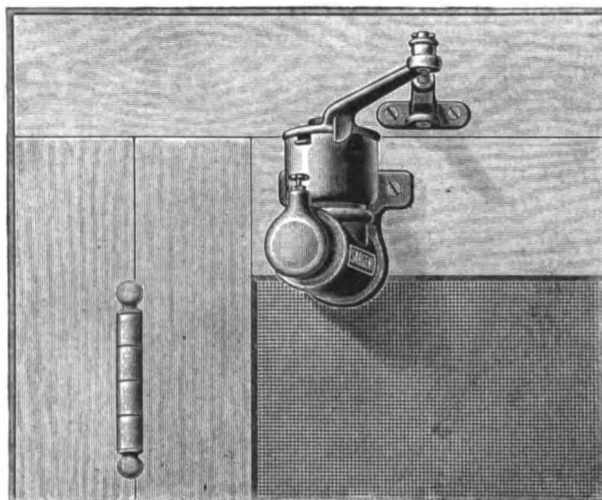
E. C. ATKINS & CO., Inc.
"The Silver Steel Saw People" Established 1857

Home Office and Factory, Indianapolis, Ind.
 Canadian Factory, Hamilton, Ont. Machine Knife Factory, Lancaster, N. Y.

Branches carrying complete stocks in all large distributing centers as follows:

Atlanta	New York City	Sydney, N. S. W.
Chicago	Portland, Ore.	Paris, France
Memphis	San Francisco	
Minneapolis	Seattle	
New Orleans	Vancouver, B. C.	

Stopping the Slamming is Our Job and Yours—Your Profit and Ours



Our Part in Stopping the Slamming

is to make and to market through the hardware trade the device that will successfully close screen-doors quickly and quietly and to so advertise it that householders will know about it and want it. The

SARGENT

Reg. U. S. Pat. Off.

Noiseless Door Closer No. 20

For Screen and Other Light Doors

meets the requirements fully. It closes doors quickly, but without the annoying slam-bang that disturbs summer quiet; it is easy to apply and regulate. Through our advertising we are bringing it to the attention of thousands of magazine readers who need this Closer now, when a long season of slamming and banging can be avoided.

Your Part in Stopping the Slamming

is to sell this indispensable aid to summer comfort to the people in your locality who need it—and what householder does not need it? They look to the hardware merchant, from whom they purchase other screen accessories, to supply the No. 20, which so effectively and so noiselessly closes the screen door. Let them know you have it on sale, put it in the show-window or display it prominently in the store; use the show-cards and descriptive folders we furnish. The sale of this Door Closer will afford you a good profit.

SARGENT & COMPANY

Manufacturers

NEW HAVEN, CONN.

BOSTON

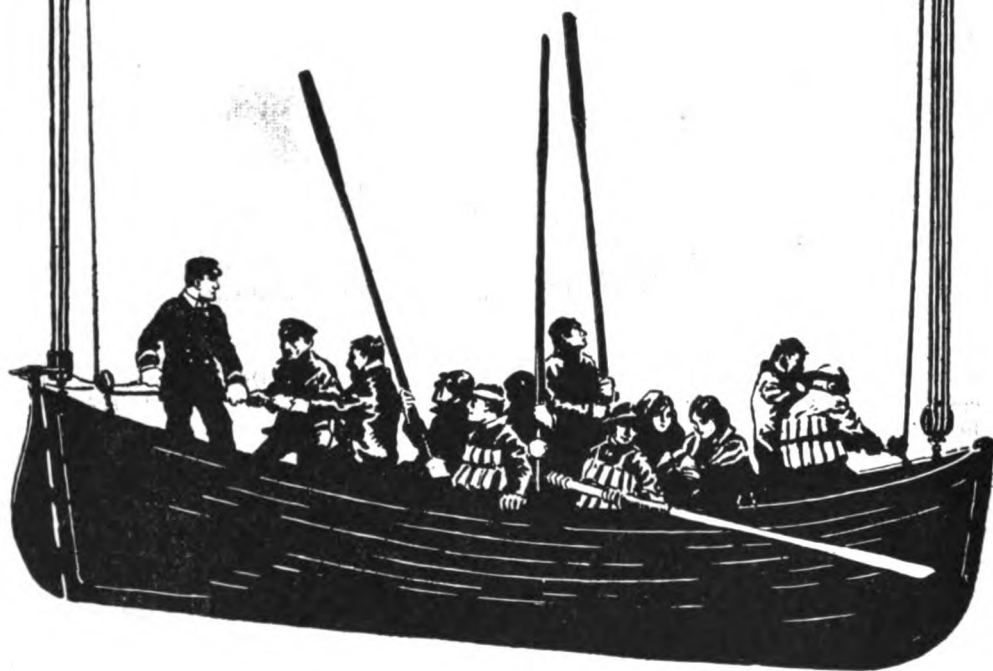
NEW YORK

CHICAGO

COLUMBIAN

MANILA ROPE

for safety at sea



COLUMBIAN ROPE COMPANY
"The Cordage City"
AUBURN N.Y.

JOBBER SELLING ATLAS TACKS ARE GOOD PEOPLE TO DEAL WITH

You can judge a man by the company he keeps. If your jobber handles Atlas Tacks he can be depended upon to handle other good goods.



Registered
Trade Mark

When you see this trade mark on a package of tacks, nails, or rivets, you know that you are getting full value.

Atlas Products

cost no more than inferior goods, yet our packages do contain "The Greatest Quantity of Quality at the Price."

We are the **LARGEST** and **OLDEST** manufacturers of **TACKS** and **SMALL NAILS** in the world.

About twenty thousand different kinds and sizes in iron, steel, copper, brass, and zinc—electroplated, galvanized, tinned, enameled and japanned.

Our line includes iron and copper rivets, copper burrs, staples, wire nail specialties, and numerous other packaged products.

We guarantee full **NET** weight.

ATLAS TACK COMPANY

Fairhaven, Massachusetts, U. S. A.

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

**PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES**

W. T. McFIE SUPPLY COMPANY
Los Angeles, California

THE VALLEY MERCANTILE CO
Hamilton, Montana

MONTANA HARDWARE CO.
Butte, Montana

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHEE COMPANY
Sacramento, California

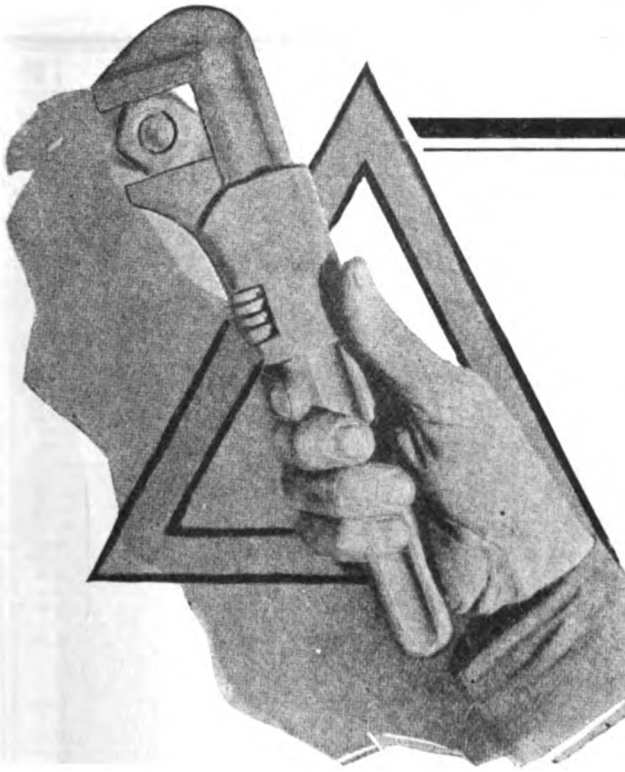
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



"THAT'S a great wrench," says your customer. Right there you get the benefit of half a century of reputation built up by a company the reputation of whose products is world-wide

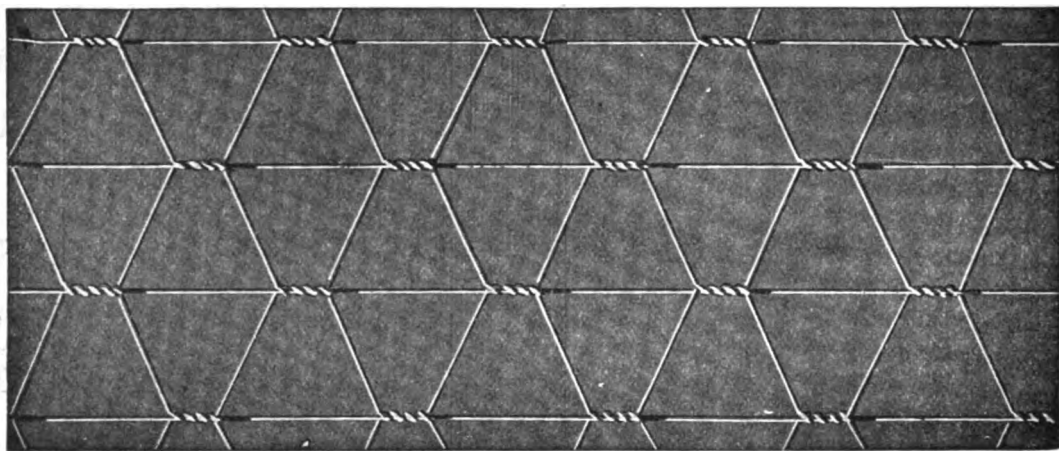
BILLINGS & SPENCER

*The First Commercial Drop
Forging Plant in America*

Triangle B tools are nationally known and they make re-sales for live hardware dealers. "Into every forging goes our entire reputation." That is your protection.

The Billings & Spencer Co., Hartford

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

American Steel & Wire Company

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



The proper use of proper explosives

Giant Explosives save time, money and labor in blasting because they are made especially to suit Western requirements.

As the Giant Line includes all strengths and grades of explosives, you will have no difficulty in supplying exactly the right explosive for your customers' purposes.

The extra care and skill employed in manufacturing Giant Explosives are your guarantee of their strength, stability and uniformity.

It's good business to handle Giant Explosives. You are not required to tie up any capital. The demand for Giant brands is already established. We ship promptly from our nearest magazine. We have a well organized Dealers' Help Service that cooperates to increase business for Giant dealers. Write TODAY.

THE GIANT POWDER CO., Con.
SAN FRANCISCO

"Everything for Blasting"

Branch Offices: Denver, Portland, Salt Lake City, Seattle, Spokane

EXPLOSIVES

The Long-lasting Pad

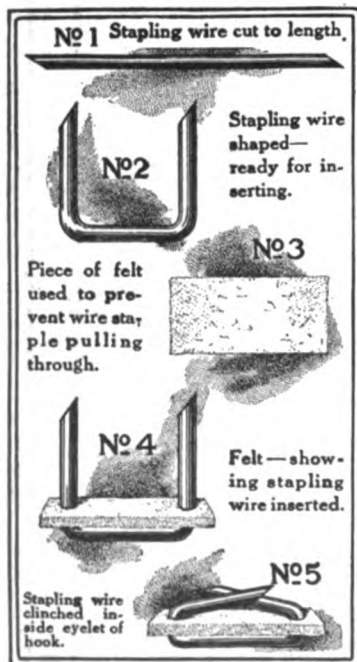


Patented in U. S.
December 1, 1914.
Patented in Canada
April 6, 1915.

THIS NEW PAT-
ENTED HOOK AT-
TACHMENT—found only
on pads made by us—is the
greatest improvement since
we invented the hook. It
consists of wire staple with
felt reinforcement. This
gives the hooks a firmer
hold and prevents pulling
off, even though the fabric
is weakened by long usage.

The weakest point is made strong
and life of pad materially
lengthened.

HORSE COLLAR PADS
TAPATCO
REGISTERED
BRAND TRADE MARK



Stuffed Collar Pads

Filled with our special composite stuffing excel other kinds. They are soft, springy, absorbent, and serve as a guarantee against bruised, galled and chafed shoulders.

Our fifth campaign of advertising direct to consumers through the medium of leading agricultural publications is on a more extensive scale than previous ones. This serves to further the interests of both jobbers and dealers.

Thirty-Seven Years Making Pads

For Sale by Jobbers

Booklets furnished free on request

The American Pad & Textile Company

Greenfield, Ohio

Canadian Branch:

Chatham, Ontario



"The World's Right Arm"

When the Huns came face to face with our boys over there they looked into the muzzles of these Colt "Forty-fives"!

This is the official side arm of our fighting forces on land and sea.

Home demands were impossible to meet during the war, but now the great Colt factories are rushing full speed ahead to provide essential Colt protection for the homes. Dealers need no longer supply their trade with a "second best."

Colt Automatic Pistols and Colt Revolvers are being supplied the trade as fast as possible. Get your orders in for the popular models now.

Remember that the name Colt on an Automatic Pistol or Revolver assures the owner that he has the utmost attainable in accuracy, safety and dependability—"The Proven Best by Government Test."

Colt's Patent Fire Arms Mfg. Co.

Hartford, Conn., U. S. A.

Manufacturers of Colt's Revolvers
Colt's Automatic Pistols

**Over
There

Over
Here**



Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

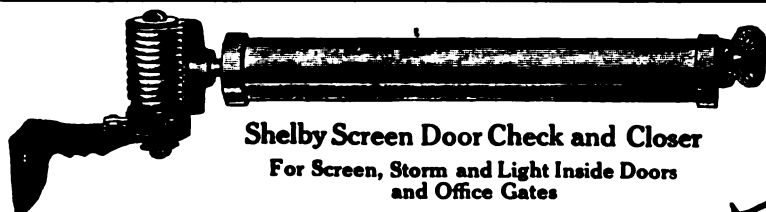


Worth many times its cost

HENRY DISSTON & SONS
INCORPORATED

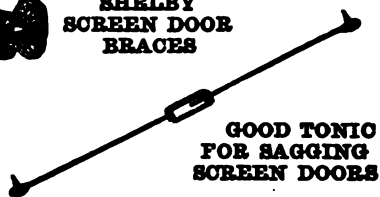
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U. S. A.

SHELBY SCREEN DOOR HARDWARE



Shelby Screen Door Check and Closer
For Screen, Storm and Light Inside Doors
and Office Gates

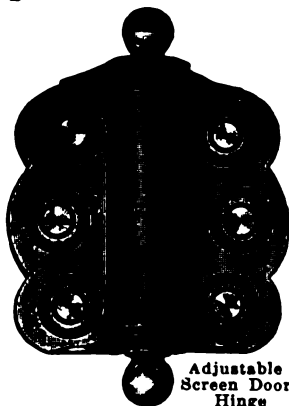
**SHELBY
SCREEN DOOR
BRACES**



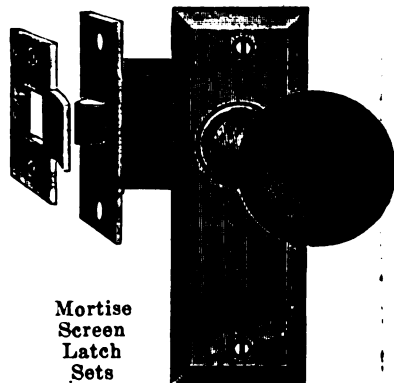
**GOOD TONIC
FOR SAGGING
SCREEN DOORS**

WE ALSO MAKE

Floor Hinges, Spring Butts, Door Cheeks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.



**Adjustable
Screen Door
Hinge**



**Mortise
Screen
Latch
Sets**

THE SHELBY SPRING HINGE CO.

POND HARDWARE SPECIALTY CO., Los Angeles, Cal.

SHELBY, OHIO, U. S. A.

← Coast Representatives →

D. L. HERMAN, Seattle, Wash.

A circular logo with the text "REMINGTON UMC" inside. Below the text, in smaller letters, it says "REG. U.S. PAT. OFF."

REMINGTON
UMC

A detailed illustration of a Remington rifle, shown from the side, with its barrel pointing towards the right. The rifle is positioned diagonally across the top of the advertisement.

Pre-War Production Of Sporting Firearms Will Soon Be Resumed

The entire Remington Ilion plant, home of the famous Remington autoloading and pump-action repeating shotguns and rifles, will soon be completely overhauled for sporting firearms manufacture.

Largely expanded since 1914 and completely equipped, these great works were one hundred per cent employed in the production of arms for the Government when the armistice was signed.

On the same day in December, 1918, that Government war contracts were suspended, the Remington Ilion plant and the equipment engineers "went over the top" with instructions to make better-than-ever standards of manufacture Ilion's first contribution to after-the-war improvements in commercial arms.

**The Remington Arms Union Metallic
Cartridge Company, Inc.**

Woolworth Building

New York Cit



EAGLE POCKET KNIVES

MADE IN THE U. S. A.

Patents Allowed

To Retail From 10c to 50c
PROMPT DELIVERY

Low in Price but made for satisfactory service.
Durable in construction. Nickel Plated or Gun
Metal finished handles. Blades open
and close with a snap. Properly
tempered and ground sharp.

SOLE DISTRIBUTORS

**GEO. BORGFELDT
& CO.**

NEW YORK

Write for
Information and Prices



The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

**HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety
of Knives with improved Sanitary Aluminum Handles.**



We manufacture the largest variety and the largest quantity of kitchen knives made by
any one house in the world.

Genco

RAZORS

Reg. U. S. Pat. Off.

EVERY barber uses a blade such as all Genco Razors have. Barbers have never found **any** better blade for shaving purposes. If **they** should find a better one, naturally they'll use it.

GENCO Razors all have professional blades. The Safege is a professional razor with a **guard**. That guard, flipped back, enables you to **strop** a perfect edge as often as required.

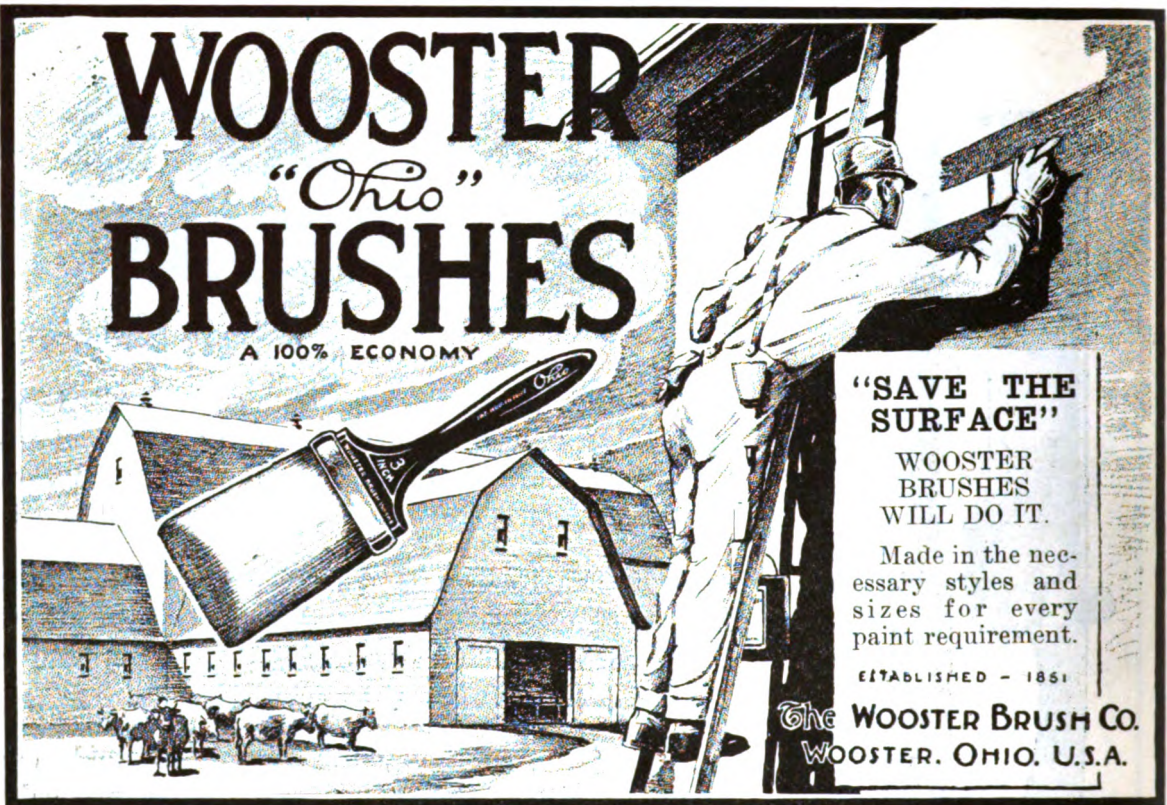
Our national advertising says: "**Anybody** can strop a GENCO Razor, because it is scientifically designed to strop."

Have GENCO Razors on sale and **take** your profits from our advertising.

Geneva Cutlery Corporation
157 Gates Ave., Geneva, N. Y.
Largest Exclusive Manufacturers of
High Grade Razors in the World.



You can have the help of this handsome GENCO Display Cabinet **FREE**. This talking combination of glass and walnut finish metal will say, "Razors," to passing customers, get their interest and save a whole lot of sales-talk. Get it with your first order of GENCO Razors.



WOOSTER

"Ohio"

BRUSHES

A 100% ECONOMY

"SAVE THE SURFACE"

WOOSTER BRUSHES WILL DO IT.

Made in the necessary styles and sizes for every paint requirement.

ESTABLISHED - 1851

The WOOSTER BRUSH CO.
WOOSTER, OHIO, U.S.A.



The Year of Increasing Returns

Our boys are coming back. Normal business is coming back—old familiar faces, good to see; glad hands we're proud to grasp again.

We hope that the return of CORCO Metalware to the hardware trade, with even better quality than ever, will compensate in some measure for the kindly

patience shown us during the late past while we were doing all in our power for the one supreme business of victory.

We heartily and cordially wish for you a great year of increasing returns.

Whitaker-Glessner Company
Wheeling Corrugating Department

General Offices: Wheeling, W. Va.

NEW YORK CHICAGO PHILADELPHIA ST. LOUIS
MINNEAPOLIS KANSAS CITY CHATTANOOGA RICHMOND



Carey

FIBRE COATING
AND REPAIR PRODUCTS

Roof Rebuilders that Mean Big Money for Dealers

Think of the thousands of squares of roofing in your community that are getting older every day.

Realize that Carey Fibre Coating will rejuvenate almost *any* kind of roofing and make it last years *longer* at minimum expense to the owner.

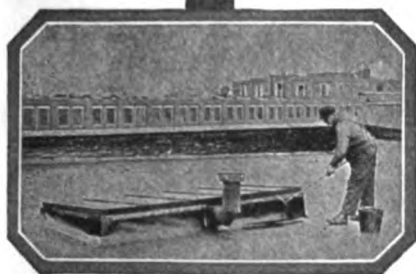
Then you'll see *your* field is big.

Here are five other preservatives with wide uses—all packed in handsome lithographed cans that help to sell 'em. Write for particulars about special dealer proposition.

THE PHILIP CAREY CO.

232 Wayne Ave., Lockland

Cincinnati, O.



Three Uses For Fibre Coating

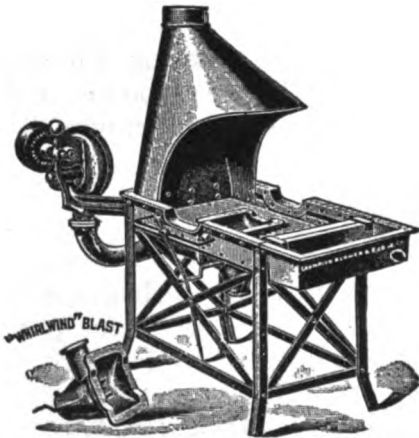


CHAMPION

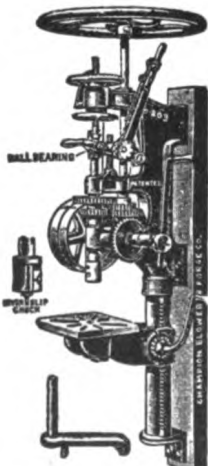
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

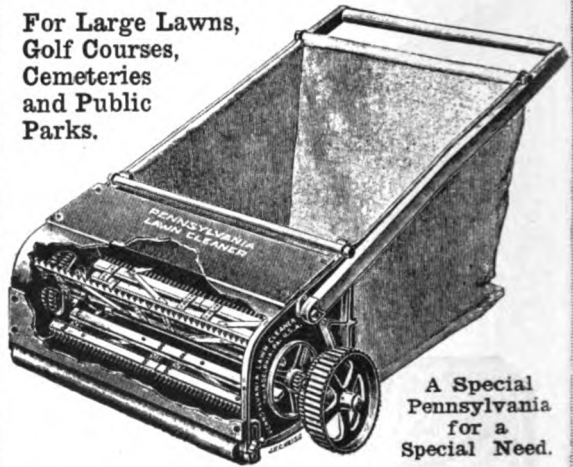
Built for Service

Carried in Stock by all
Leading JobbersWrite for 365-Page Cata-
logue

THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

LAWN CLEANER and RAKE

For Large Lawns,
Golf Courses,
Cemeteries
and Public
Parks.A Special
Pennsylvania
for a
Special Need.It does the work of four men with hand
rakes and leaves the grass standing upright,
free of all litter.

PENNSYLVANIA

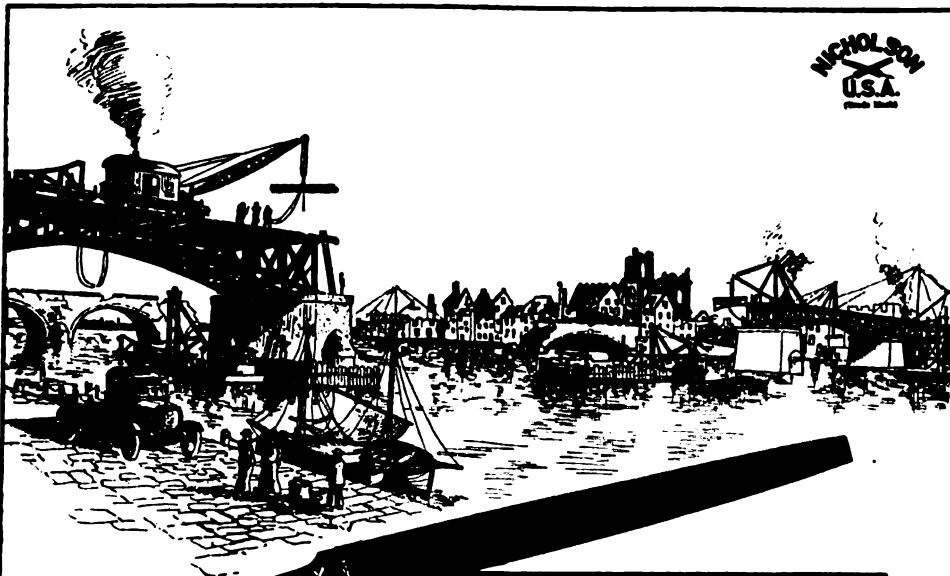
Quality

Putting Greens Sweeper

Quickly brushes up all wet
or dry worm casts with-
out the slightest in-
jury to the finest
greens.Be sure
you order
these two
machines
and let
your
"Big"
Trade
know you
have
them.Send now, for Literature — Dealers' Helps Service free
Ask for itLook for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers.
'Pennsylvania'
'Pennsylvania Jr.'
'Pennsylvania Golf'
'Pennsylvania Put-
ting Greens Mower''Continental'
'Great Ameri-
can B. B.'
'Shock Absorb-
er'
'Quaker City'
'Red Cloud B.
B.'
'Orchid B. B.'
'Daisy'
'New Belmont'
'Bellevue''Panama'
'Delta B. B.'
'Electra'
'Pennsylvania
Pony'
'Pennsylvania
Horse'
'Pennsylvania
Grand Horse'
'Pennsylvania
Trio Horse'
—86-inch

PENNSYLVANIA LAWN MOWER WORKS

INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA



NICHOLSON
U.S.A.
MADE IN U.S.A.

Rebuilding of Railroads of Ravaged France

Torn and twisted by shell and bomb, or worn by the rush of troops and supplies, much of the railroads of France must be replaced. American men and American methods will be largely employed.

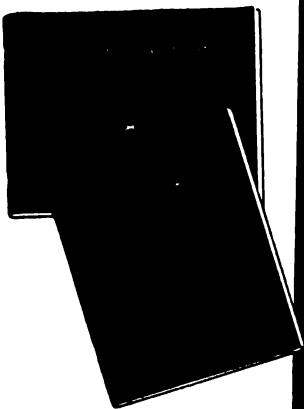
Nicholson Files

Used right here at home, will work to further world-wide reconstruction just as effectively as they smoothed and shaped mechanical sinews for a victorious war—the Files that cut the FASTEST AND SMOOTHEST.

Write for our catalogue and for File Philosophy—a fifty-years' education in Files and Filing in an hour's reading.

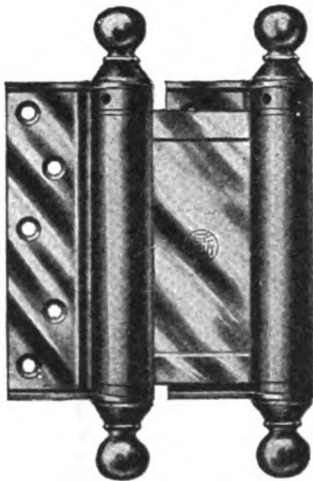
Nicholson File||Co.

Providence, Rhode Island.
U. S. A.



TRADE
CHICAGO
MARK
SPRING HINGES

Here is the "Triplex"—
a hinge in great demand.
Note its graceful lines and
handsome appearance.



You can safely stake your
reputation on its *quality* and
performance. It swings doors
faultlessly. Thousands in use.

Sell a product that brings sat-
isfaction and nets a good
profit. Keep well stocked.

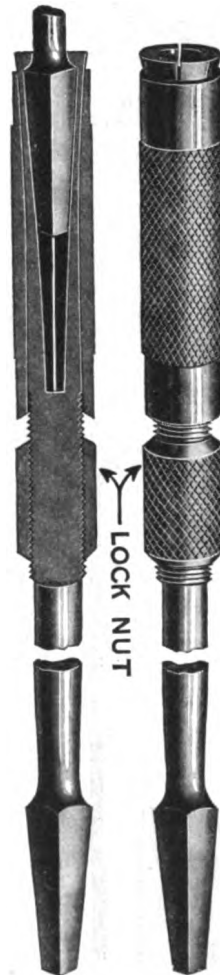
Send for Catalogue
H-36

Chicago Spring Butt Company,
CHICAGO NEW YORK

Ewing-Lewis Co., San Francisco, Los Angeles
Pacific Coast Representatives

Stanley Tools

Stanley Extension Bit Holder



Used in connec-
tion with a Bit
Brace, it will ex-
tend the Bit, en-
abling the user to
bore through
walls, floors, etc.,
where the ordi-
nary Bit will not
reach.

The Socket in
which the Bit
rests and the
Shank for its en-
tire length are of
one piece of steel.

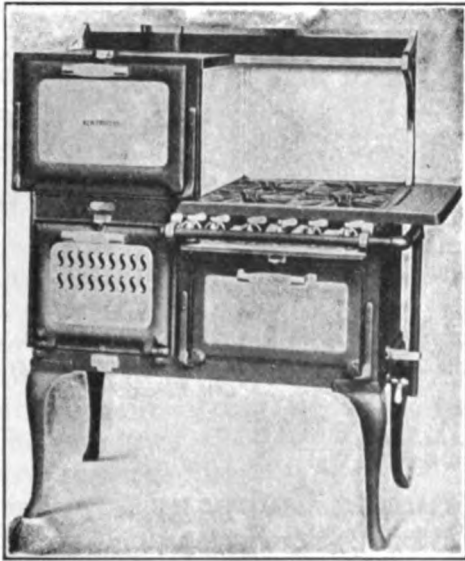
Note how the
shape of the sock-
et conforms to
the Shank of the
Bit. This form of construction, to-
gether with the improved Lock Nut,
makes it impossible for the Bit to
work loose while boring.

Any length Holder will follow up a
5/8-inch Bit. Heavily nickel plated
and highly polished. Made in six
different lengths.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"NEW PROCESS"



Brings Customers

Dealers who sell the
NEW PROCESS
lines make new and
satisfied customers

The New Process Gas Ranges
are absolutely **Sanitary** and
complete in every detail.

Made in many styles and sizes
for either family, apartment
houses, hotels or restaurants.



The appearance and perfect working
qualities of the **NEW PROCESS OIL**
STOVE satisfies every user. They are
made in various styles and sizes in
Satin finish.

Furnished with Oil Saving Burners,
High Speed, and Heavy Glass Tank.
Has Large, Roomy Cooking Top.
Legs are made of Strong Cast Iron.
Furnished either with or without
Back Shelf.

The NEW PROCESS OIL STOVES
will bring you customers.

NEW PROCESS STOVE CO.

DIVISION AMERICAN STOVE COMPANY

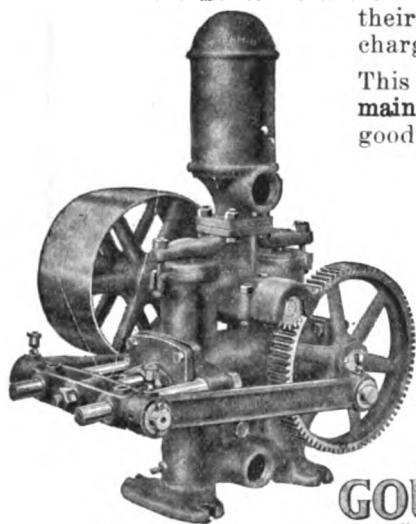
CHAS. H. SCHIECK, Sales Agent, 715 Indiana Street, Near 19th Street, SAN FRANCISCO

The Best Pumps Possible--For the Price Charged

During the 71 years The Goulds Manufacturing Company has been building pumps, they have never been satisfied to build pumps which would barely meet their guarantee; their one aim has been to build the best pumps possible for the price charged—and they have found that it pays.

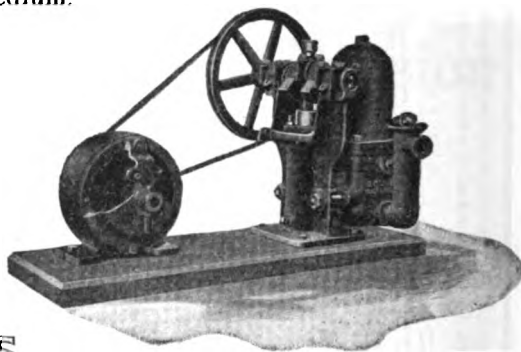
This manufacturing policy is what enables Goulds Pumps to give low maintenance cost instead of average, high efficiency instead of merely good, long life instead of medium.

Goulds Pumps give better service because they are a better product—and that is why it will pay you to sell them. An opportunity to show you what Goulds Quality really means will be welcomed.



Goulds
Fig. 1531 "Pyramid"

GOULDS PUMPS
1848 "For Every Service" 1919



Goulds "Hi-Speed" Outfit
with Electric Motor

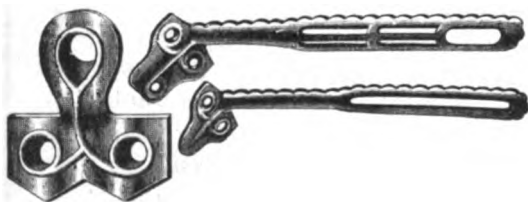
Northwest Agent, **D. L. HERMAN**
214 Maritime Bldg., Seattle, Wn.

The Goulds Manufacturing Company

Main Office and Works, Seneca Falls, N. Y.

New York 16 Murray St. Boston 58 Pearl St. Chicago 12-14 S. Clinton St. Philadelphia 111 North 3rd St. Pittsburgh 636 H.W. Oliver Bldg. Atlanta 3rd Nat'l Bank Bldg. Houston 1001 Carter Bldg.

Great Assortment of Ears, Knobs and Handles



Leading Supply House in America for this Class of Goods. Ask for Samples, Catalogue and Prices.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory—100-114 Broad St.,

BERGER BROS. CO., Mfgs.
PHILADELPHIA



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918

LINE UP NOW WITH THE

MUELLER PIPELESS FURNACE

A Fast Seller, Nationally Known!

When you decide to handle the Mueller Pipeless Furnace you make a safe and sound move that is sure to prove satisfactory and profitable for you. The pioneering has been done. The Mueller is already established in a big national way. Thousands of these furnaces have been installed in all parts of the country and have proved their efficiency, economy and reliability. Millions of home owners are read-

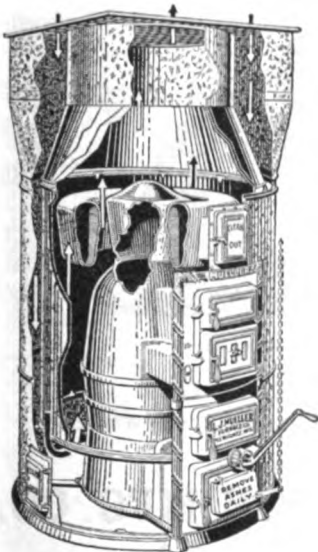
ing Mueller Pipeless Furnace advertising, paving the path to sales for Mueller dealers.

Here's your chance to swing in and make the most of an excellent situation—a chance to cash in on a demand already created for a dependable furnace, built by a firm with prestige gained through 60 years of experience in building heating systems of all kinds.

Guaranteed to Heat the Whole House

The Mueller Pipeless scientifically and correctly applies the laws of warm and cool air circulation—and it's the only pipeless furnace that does. Heats every room comfortably—wastes no fuel, does not heat

the cellar. Burns hard or soft coal, coke, lignite, wood, gas or oil—saves from one-third to one-half on fuel. Easiest furnace there is to install. No tearing up of walls or floors.



Send for Book and Offer to Dealers

The Mueller Pipeless Furnace booklet tells the whole story about this excellent furnace. And the Mueller agency offer, with the co-operation and support it carries, is mighty interesting. Your name and address on a postal card is all that is required to secure these. Send It Today.

L. J. MUELLER FURNACE COMPANY, 233 Reed St.
Makers of good heating systems of all kinds since 1857.
Milwaukee, Wisconsin

Distributors

THE SALT LAKE HARDWARE COMPANY,
Salt Lake City, Utah, and Pocatello, Idaho

HOLBROOK, MERRILL & STETSON,
San Francisco and Los Angeles, California

Stocks also carried at Brooklyn, Buffalo and Syracuse, N. Y.; Pittsburg, Scranton, Lancaster and Philadelphia, Pa.; Toledo and Cincinnati, Ohio; Nashville, Tenn.; Detroit and Grand Rapids, Michigan; Minneapolis and St. Paul, Minn.; Chicago, Ill.; Kansas City and St. Louis, Mo.; Omaha, Nebr.; Aberdeen, S. D.; Seattle, Wash.



Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up to the mark.

“Buffalo” Electric Disc Fans

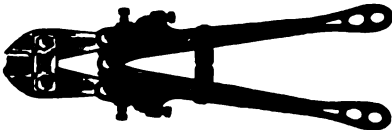
can be placed in an opening in any wall or window.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

Buffalo Forge Company
BUFFALO, N. Y.

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox	Jones & Cox,
Postal Telegraph Bldg.,	Newhouse Bldg.,
San Francisco, Cal.	Salt Lake City, Utah

Sands & Cox,	Turnbull & Cox
San Fernando Bldg.,	Inter State Trust Bldg.,
Los Angeles, Cal.	Denver, Colorado

Strimple & Cox,	Strimple & Cox
L. C. Smith Bldg.,	Corbett Bldg.,
Seattle, Wash.	Portland, Ore.

Cooper & Cox, El Paso, Texas

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The “PONY”

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets

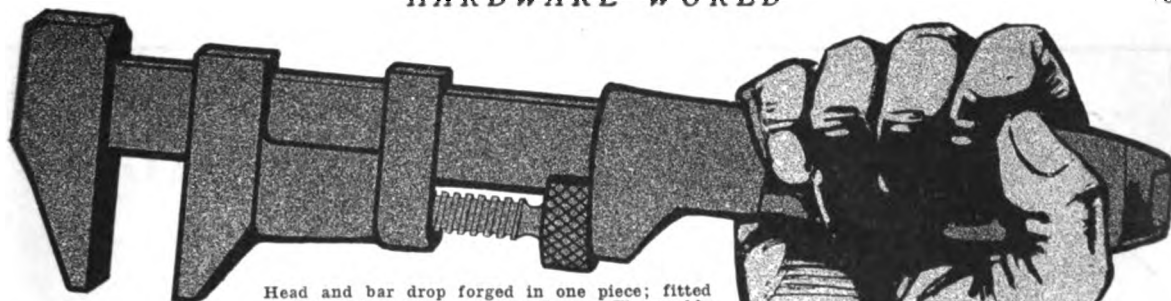


IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Head and bar drop forged in one piece; fitted with "W & B" Easy Acting Screw. Thoroughly seasoned handle.

**Good Any Way You
Take It**

W&B
Trade Mark
Reg. U. S. Pat. Off.

This "W & B" Regular Wrench is the general purpose tool in our family of high grade screw wrenches.

Its price is low enough for the man who likes to tinker around the house, for the farmer, for the general mechanic and for everybody who needs a good, dependable wrench for average service. Its quality is high enough to make it absolutely trustworthy and satisfactory.

Like all "W & B" tools, it is the best wrench we can make in its class—best in steel, best in forging and hardening operations, best in assembly and best in finish.

Any dealer can stake his reputation on this preferred product and make good profits at the same time. Show it—it sells.

The Whitman & Barnes Manufacturing Co. General Offices: Akron, O. Factories: Akron, O.; Chicago, Ill.; S. Catharines, Ont.

Established 65 Years
Whitman & Barnes
TWIST DRILLS — REAMERS — WRENCHES — COTTER PINS

SERVICE
Brier Hill Steel
Company
A. C. RULOFSON, Pres.

BRIER HILL STEEL CO.
OF CALIFORNIA

SERVICE
Brier Hill Steel
Company
J. S. BISHOP, Sec'y.

OPEN HEARTH
STEEL SHEETS

Mills at
Youngtown
Ohio

BOX AND BLUE ANNEALED
GALVANIZED, FLAT, CORRUGATED

Mills
at Niles
Ohio

STEEL TANK PLATES

MILL SHIPMENTS ONLY

RIGHT PRICES

BEST SERVICE

BRANCH OFFICES

1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland, Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO

Summer Suggestions for Rope

4-st Clover Leaf Manila for Hay Stacking Rope. Stock sizes, 3/4", 13/16", 7/8" and 1".

2-ply Sisal Bale, 5 lb. balls, 10 balls to the sack. Handy about the farm or garage.

5/8" and 9/16" Sisal make good halter ropes.

5/8" and 3/4" Standard Manila for boom rope for hay wagons.

CLOVER LEAF MANILA ROPE for all general purposes. The right thing in the right place. DURABILITY AND SERVICE.



Portland Cordage Company
Portland, Oregon Seattle, Washington

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"PITTSBURGH PERFECT" WIRE NAILS

ALL KINDS

BARBED WIRE BALING WIRE AND TIES

AT RIGHT PRICES TO YOU

Carload Shipments from Pittsburgh Mills to All Points on the
Pacific Coast

MANUFACTURED BY

PITTSBURGH STEEL CO.

359-363 Monadnock Building, SAN FRANCISCO

A. C. RULOFSON CO.

SALES MANAGERS

BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon.
1446 Malvern Ave., Los Angeles, Cal.

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a **"CHALLENGE"** a **"RIVAL"** and a **"BANNER"**

LUFKIN **TAPES, BOXWOOD and SPRING JOINT RULES**

Stand on Records of
PERFORMANCE as well as
a **GUARANTEE**
Stocked by Your Jobber

THE LUFKIN RULE CO. SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and draw-backs of cheaply built hangers and tracks that are made merely to sell at a price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Complete stock carried at Tigard, Oregon, Branch

Write for catalog showing entire line.

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

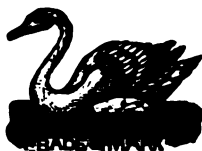


Roller Bearings

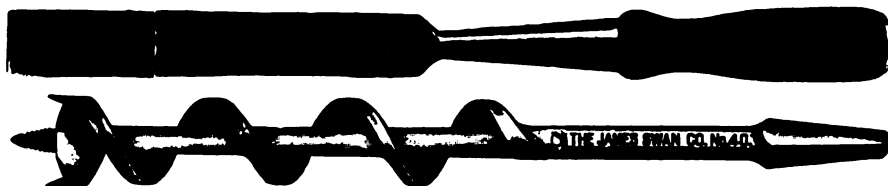
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Superior Casement Adjuster

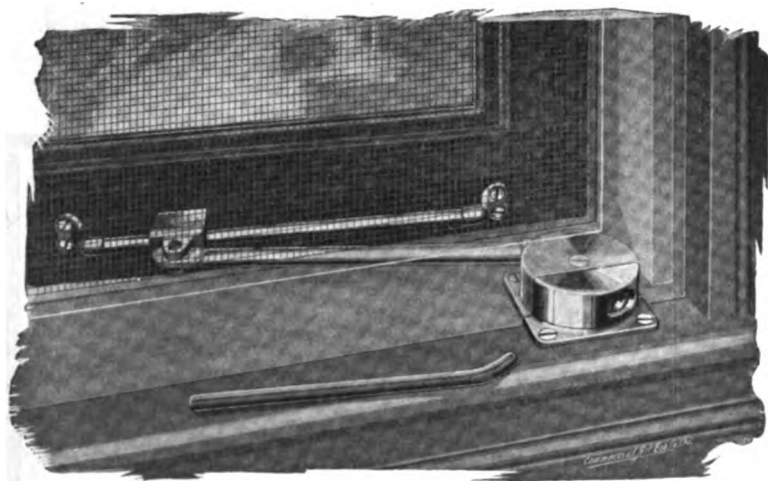
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
136 W. Lake Street, Chicago



Handle Detached. Cut shows Right Hand Casement Adjuster



EASY TO GET RID OF THE
POCKET GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH AND SURE TO
HOLD

Manufactured by
The Abington Trap Co.
Abington, Illinois, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



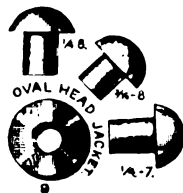
STIMPSON COPPER RIVETS AND BURRS

WE MANUFACTURE
BRAKE BAND RIVETS,
TINNERS' RIVETS,
BRAZIERS' RIVETS
in All Diameters and Lengths

Eyelets,
Nails,
Buckles,
Rings,
Arrows.



SPECIAL RIVETS AND
SHEET METAL STAMP-
INGS MADE UNDER
CONTRACT



Grommets,
Washers,
Lacing Hooks,
Clock Hands,
Hardware.

70 FRANKLIN AVENUE

BROOKLYN, NEW YORK



MULTIFOLD CASEMENT WINDOW HARDWARE

PATE



Provides class and convenience in Casement Window Construction.

Windows operate smoothly, positively and under perfect control. Close weather-tight. Sash open inside. Entire window may be thrown open or one or more sash as desired.

Richards-Wilcox Manufacturing Co.

SAN FRANCISCO AURORA, ILLINOIS, U.S.A. PHILADELPHIA
LOS ANGELES CHICAGO MINNEAPOLIS
NEW YORK BOSTON ST. LOUIS

Richards-Wilcox Canadian Co. Ltd. London Ont.

Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL
Railway Car Mover

And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin

Myrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, \$5.00

Genuine "PHILADELPHIA" Lawn Mowers

1869—GOLDEN ANNIVERSARY—1919

STANDARD OF THE WORLD

22 Styles Hand Mowers

5 Styles Horse Mowers

3 Styles Motor Mowers

The Most Complete and Up-to-date Line on the Market

A Mower for Every Condition and Requirement

Special folder fully illustrating and describing Motor Mowers, the most up-to-date and satisfactory on the market, in operation all over the country, in parks, cemeteries, large estates, institutions and Government grounds, proving their superiority.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets
PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal.
San Francisco Selling Agents

30-In. Walking Type, 4 h. p.

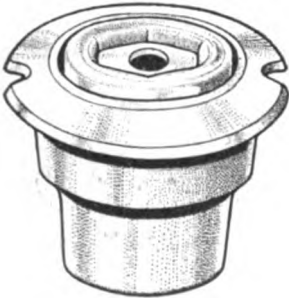
40-in. Riding Type, 8 h. p.

FLEXIBLE FRAME

Catalog on Request



Thompson Adjustable Sprinkler Heads



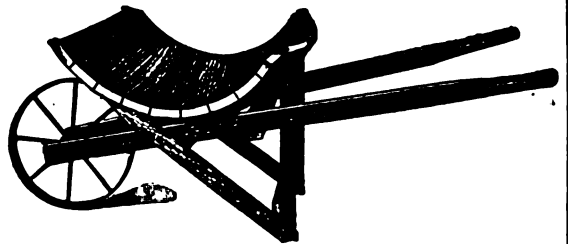
For Permanent Lawn Sprinkling systems embody the utmost simplicity in construction and efficiency in operation.

Made of brass and zinc,
Will last a lifetime

Write at once for folder or information regarding sprinkling systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue,
LOS ANGELES

IN STOCK



**Wheelbarrows, Concrete Mixers,
Gas Engines, Hoists, Wheels, Hand
Carts, Car Movers, etc.**

Ask for Price List 319



San Francisco, Cal.

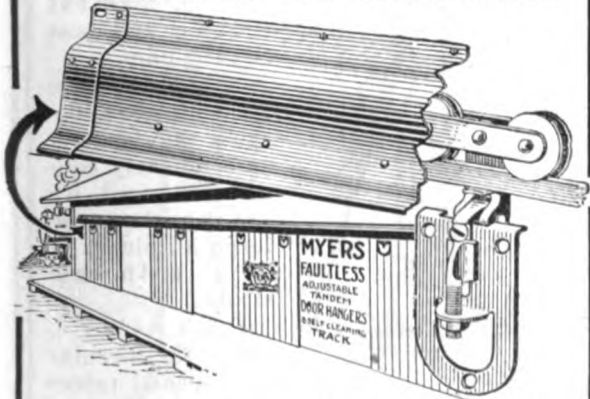
Myers Faultless Door Hanger and Self-Cleaning Track

FOR SLIDING DOORS ON ANY BUILDING

Where size and strength are desired—where modern improvements are considered—where good sliding door service is essential—we offer the Myers Faultless Hanger and Self-Cleaning Track as being qualified to fill all requirements. It is one of the latest MYERS productions and has so many good features that it is bound to please your most particular customers through the door service it gives them.

This Hanger is a big seller with many dealers—it will be for you, too, if you give it an opportunity to advertise itself in your community. Learn all about it and the many other styles of MYERS STAYON and TUBULAR DOOR HANGERS and TRACKS through our late Door Hanger Catalog No. DH18—Ask for a copy—it will be sent by return mail.

Leading Jobbers in Principal Cities Can Supply You With MYERS PUMPS, HAY TOOLS OR DOOR HANGERS



F. E. MYERS & BRO., No. 42 Orange St., Ashland, Ohio
PUMPS, HAY TOOLS AND DOOR HANGERS

Build Goodwill Custom For Your Store

Wherever you sell a Sturges Steel Churn you have commenced to make a lifetime customer, and pleased customers are your best advertisements. And Sturges Steel Churns deliver a satisfactory service of efficiency and economy.

Sturges & Burn Mfg. Co.

I have used one of your steel churns nearly two years and think there is none better. It is easy to operate, easy to keep clean and a time saver. I positively could not do without it on the farm. MRS. M. ROGERS.

Waynesville, Ohio

This testimonial brings out the points

in Sturges Steel Churns which make them easy to sell. Place one on display and you will attract the churn buyers of your neighborhood. All drawn steel barrel, heavily tinned. No corners to retain dirt. Cannot soak up moisture. Easily cleaned and kept pure and sweet. Attractively finished in red and blue enamel. A lifetime of service assured by its all-steel construction. Made in four sizes. Sturges Steel Churns mean more and easier sales and increased profits. Write for circular No. 35X.

Sturges & Burn Mfg. Co.

Makers of Sturges Guaranteed Capacity Milk Cans
Chicago, Illinois



Sturges Steel Churns

Will's Scientific Sprinkler

FOR LAWNS AND GARDENS



"There's a Reason Why This Business Increased 100 Per Cent in 1918"

Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally, covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILL'S SPRINKLER CO.

607 CROCKER ST.

LOS ANGELES, CAL.

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



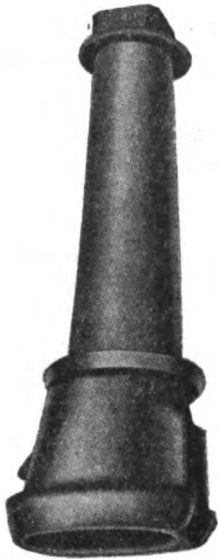
Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Holley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs Co.

Dunham, Carrigan & Hayden Co.
Hoffman Edw. Co.

The Specialty Mfg. Co.

ST. PAUL, MINN., U. S. A.

Gray Iron Castings



Capacity production enables us to supply the Hardware Trade with a full and complete line of Farm Wagon and D V Skeins, in all sizes.

Can also furnish reach plates, rub irons, brake shoes and other gray cast iron parts.

All orders cared for promptly.

Specifications and quotations on request.

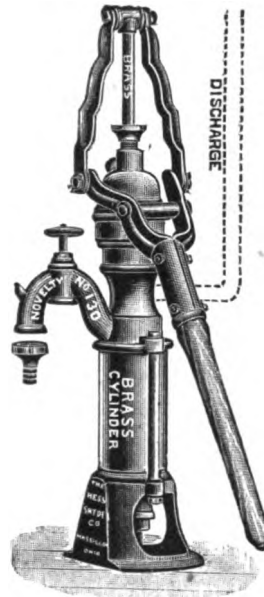
Kentucky Wagon Mfg. Co.

Incorporated

Louisville, Kentucky

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

THE HESS-SNYDER CO., Massillon, Ohio

We are the manufacturers of the original 'Novelty' Pump for wells and cisterns. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

SELL 100% SERVICE TOOLS

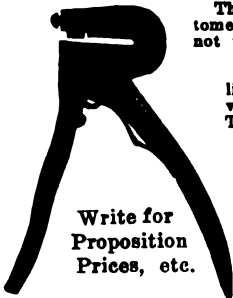
The inferior tool "sticks" the customer, prevents his coming back—not the dealer. The powerful

SAMSON PUNCH

like Liberty Bonds, is a good investment any way you take it. The Samson creates satisfaction and confidence toward the dealer, because it delivers the highest punch service.

For punching any sheet metal, leather, paper, fabrics, giving the widest range of uses in the greatest variety of trades, the Samson assures unqualified satisfaction. It punches an accurate, clean, burr-free hole with minimum effort. The same tool head takes seven interchangeable size dies—from 1/16" to 3/4" diameters. Nickel plated. Simple in construction. Made to last.

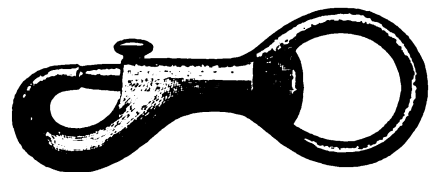
MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.



Write for
Proposition
Prices, etc.

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS

1 in All Regular Sizes from 8 to 1 1/2 inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.



LANE'S
Standard

Steel Barn Door Hanger

Our Catalog tells the whole story

REMEMBER—Lane's is the original U-shaped Barn Door Hanger. All others of similar shape are but imitations. Beware of alleged improvements and inferior goods.

LANE BROS. CO.
River St.,
Poughkeepsie,
New York

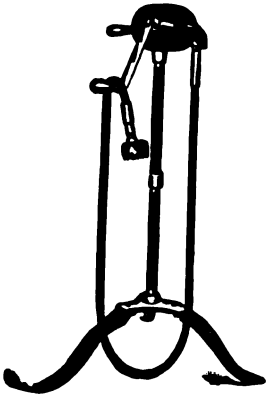
STEWART CLIPPING MACHINES

GIVE YOU A QUICK TURNOVER

The Stewart Horse Clipping and Sheep Shearing Machines are "seasonable merchandise." Demand for them each spring is as positive and active as for ice cream freezers or bicycle tires; and a hardware stock that does not contain the Stewart Machines is exactly as incomplete as that of a grocer who forgets to buy strawberries in their season.

This year you will sell more Stewart machines than ever before. Order now; through your jobbers or direct.

Stewart No. 1 Ball-Bearing Horse and Cow Clipping Machines



Will clip a horse or mule all over in 30 minutes; or a cow, round udders and flanks in 5 minutes. A boy can turn the crank while the operator does the clipping.

Machine is so well built from such quality materials that we could put our price at double our present figure and still be in line with most mechanical tools and devices. List Price \$9.75, \$10.75 west of Denver.

Stewart No. 9 Ball-Bearing Sheep-Shearing Machine

Recognized in every sheep-raising country in the world as the standard of value, and the one best machine at the price, for flocks of 300 sheep or under.

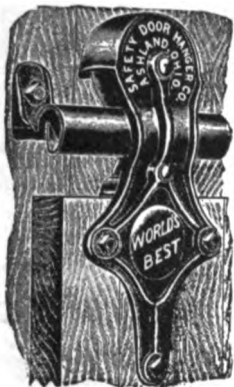
The Stewart No. 9 does such clean, quick, perfect work, and its price is so low, that the wool and labor it saves in one clip of a few dozen sheep will easily pay the whole cost to the buyer.

List Price \$14.00
\$15.50 west of Denver



Liberal Discount to Dealers

CHICAGO FLEXIBLE SHAFT COMPANY - 5604 Twelfth Street, Chicago, Illinois



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND FACT

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the easiest running hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONES, Bialto Bldg., San Francisco, Cal.,
and Equitable Savings Bank Bldg., Los Angeles,
Western Representatives.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

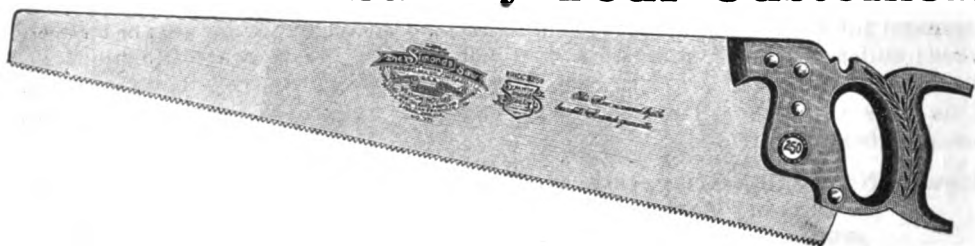
Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

SIMONDS HAND SAWS

Satisfy Your Customers



When you sell a Simonds Saw it increases your customer's satisfaction and creates confidence and interest in your store.

Simonds Hand Saws are the kind that carpenters use. They are Mechanically Right, cut right and hold their cutting edge.

Simonds Quality leads.

Good profit to dealer and best value to customer.

Simonds Manufacturing Company

Portland, Oregon
San Francisco, Calif.

"The Saw Makers"

Seattle, Wash.
Vancouver, B. C.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

COBBLER SETS



LEADER
The Right Kind for You to Handle

STAR HEEL PLATES



FAST SELLERS
MADE IN 7 SIZES

SHOE STANDS & LASTS



THE
BEST
MADE

OUR
PRICES
ARE
RIGHT,
TOO.

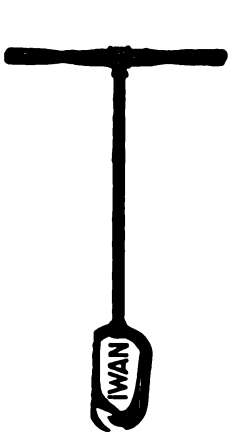
Empire
Guaranteed

WRITE FOR CATALOG NO. 15

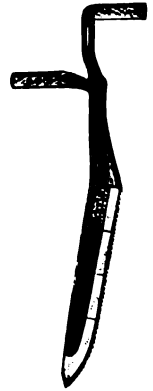
STAR HEEL PLATE CO. (Louis Sacks, Inc.), 357 Wilson Ave., Newark, N. J.

Pacific Coast Representatives—J. J. Wirtner, W. F. Building, Room 605, 2d and Mission Streets, San Francisco, Cal. Utah and Idaho—E. C. Coffin & Co., 503 Dooly Building, Salt Lake City, Utah.

MAKE THESE FOUR IWAN TOOLS



**YOUR
LEADING
SELLERS
TOO**



IWAN Post Hole and Well Auger, 3 to 16 in. 6, 7, 8, 9 and 10 in. are the best selling sizes

IWAN Hercules Post Hole Digger.

IWAN Perfection Post Hole Digger.

IWAN Sickle Edge Hay Knife.

Order from your jobber by the above names. The GENUINE Iwan Post Hole Auger will bring you sales not possible with imitations, and they will not cost you any more. IWAN Augers are advertised in the leading farm journals. Write for our new catalog.

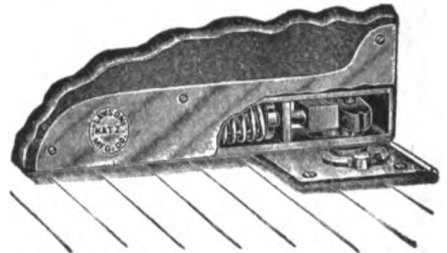
IWAN BROTHERS, Manufacturers of Hardware Specialties - South Bend, Indiana



Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



GILSON GARDEN TOOLS

GILSON WEEDER—LIBERTY CULTIVATOR

The Gilson Line offers a profit-making opportunity to the dealer and jobber who appreciate modern garden tools of unquestioned quality—tools that have made good—including Hand and Wheel Cultivators, Weeders, Lawn Edge Trimmers, Dandelion Diggers, etc.

Write for Samples and Booklet.

J. E. GILSON CO., Port Washington, Wisconsin

JOHN KEGLEY,
Western Representative,
Lankershim, Cal.

THOS. M. GARDINER,
Oregon and Washington
Representative, P. O.
Box 299, San Francisco.






McCAFFREY
FILE CO.
PHILADELPHIA

Established 1863

"Highest Award (Medal of Honor) for FILES and R A S F S, Panama-Pacific International Exposition, San Francisco."

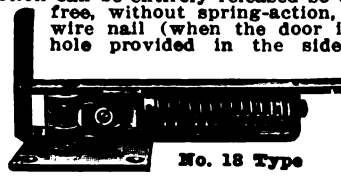
ONLY
BOMMER
DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
BOSTON, MASSACHUSETTS

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings	Sargent & Co.
Canton Steel	Builders' Hardware
Ammunition	Mill and Mining
Sporting Goods	Supplies
Blacksmith	Supplies



MANUFACTURERS

WOOD SCREWS

MACHINE SCREWS

CAP SCREWS

SET SCREWS

STOVE BOLTS

RIVETS

BURRS

NUTS

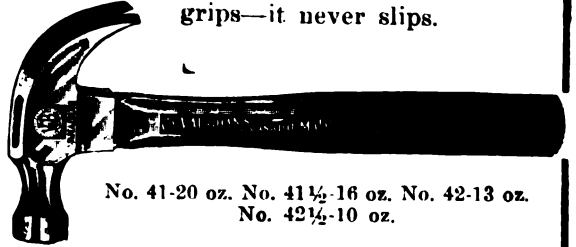
REED & PRINCE MFG. CO.

WORCESTER, MASS., U. S. A.

**Vaughan's Vanadium
NAIL HAMMER****AMERICA'S PREMIER NAIL HAMMER**

Vanadium purifies the steel and prolongs the life of the Hammer.

All Vaughan's Vanadium Nail Hammers have our Non-SLIP CLAW. The Claw grips—it never slips.



No. 41-20 oz. No. 41½-16 oz. No. 42-13 oz.
No. 42½-10 oz.

RETAIL PRICE \$2.00 EACH

For sale by all jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave.

Chicago

"LENOX"

HACK SAWS



BAND SAWS



AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U.S.A.

GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

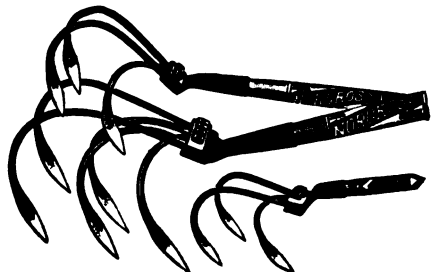
DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS

Manufacturers BUSHNELL, ILL., U. S. A.

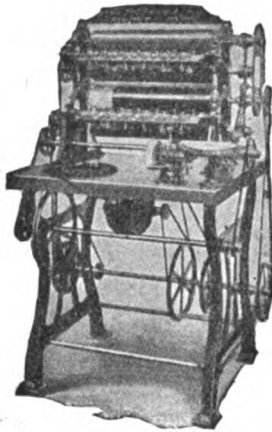


Five Reasons Why A "Hatfield" Pays

1—More men are economizing and shaving themselves with safety razors than ever before. New blades are scarce, so they're not throwing away old ones.

2—They find it difficult to sharpen their own blades, that's why they are glad to take them to a dealer who sharpens them on a

Hatfield Complete Sharpening Machine



which always puts a perfect cutting edge on every blade.

3—"Time is Money." The "Hatfield" will sharpen dull blades while men wait. It takes but five minutes to sharpen a dozen blades on a "Hatfield."

4—You can sharpen all makes of safety razor blades on a "Hatfield."

5—The "Hatfield" sharpens at the lowest operating cost of any machine. Send for Evidence.

HYFIELD MFG. COMPANY
21 Walker Street, New York City

ALLEGRETTI RAZOR STROPS

made from carefully selected leather and treated by a secret process will retain indefinitely the soft, but effective, qualities which have established an enviable reputation for Quality and Durability.

THE ALLEGRETTI MFG. CO., practical razor strop-men, employ only the most experienced men, and use the very best of materials, as it is their aim to give the customer the best strop possible.

With Our Motto, "Nothing Less Than Perfection," we call attention to

No. 200—Genuine Swaty Combination strop of selected leathers in brown and black, self-honing, fashioned handles, square nickel swivel, an elegant strop for private use. Size $2\frac{1}{4} \times 24$ in.

No. 250—Combination strop of Royal Seal leather, brown with black select horsehide, self-honing, round nickel swivel. $2\frac{1}{4} \times 24$ in.

All our Leather and Web stropps are weather and climate proof. Every strop stamped "Allegretti" guaranteed as to quality.

No. 252—Combination strop of yellow and black horsehide, of extra fine quality, has square cut handles, and oval black swivel. Size, $2\frac{1}{4} \times 24$ in.

Every strop stamped.

Let us send you our Catalog.

DON'T WAIT

Western Representatives,
GRIFFITH SALES CO.,
461 Market St., San Francisco.
ALLEGRETTI MFG. CO.,
Geneva, N. Y.



"STAR" Expansion Bolts

ALL THE NAME IMPLIES

Also: Sebco Screw Anchors
Sebco Toggle Bolts
Sebco Concrete Inserts
Sebco Star Drills
Sebco Cold Chisels
Sebco Cable Clamps

STAR EXPANSION BOLT CO.

Trade "SEBCO" Mark

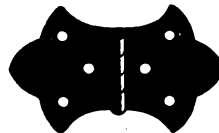
STOCKS AT

147 Cedar Street
New York

120 West Lake Street
Chicago

THE BRAINERD LINE

THE MOST COMPLETE ON THE MARKET
QUALITY — SERVICE



No. 76
Reduced



No. 946
Reduced



No. 480
Reduced

BRASS — BRONZE — STEEL HARDWARE

THE BRAINERD MFG. CO.

EAST ROCHESTER, N. Y., U. S. A.

Ohlen Saws

Columbus, Ohio

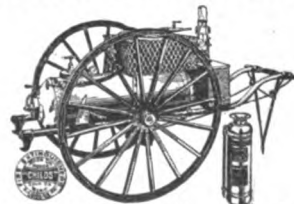
Western Branches

Portland, Ore.

San Francisco

Standard for Sixty-Five Years

HARDWARE AGENTS WANTED



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

O. J. CHILDS CO., Utica, N. Y.



Big Demand for the AUTO-WHEEL

The Auto-Wheel Coaster and the Auto-Wheel Convertible Roadster are sold through dealers—not mail order. We tell the boys and girls to "look for the Auto-Wheel Dealer"—and we offer you a splendid opportunity to tie up your store with our national advertising. Write today for catalog and full details of our attractive proposition.

THE BUFFALO SLED CO. Dept. A. N. Tonawanda, N. Y.

Factories: N. Tonawanda, N. Y., & Preston, Ont., Can.

New York Office
108 Chambers St.
Seattle Office
214 Maritime Bldg.

Johnson Sales Co.,
408 Wells-Fargo Bldg
San Francisco, Cal.
Sell'g Ag'ts for Cal.,
Col. Nev. N. Mex. and Ariz.

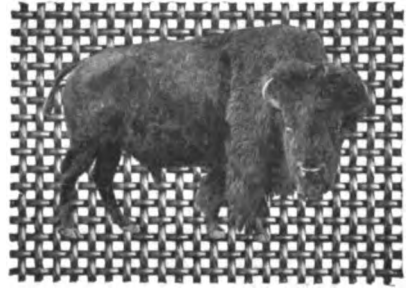




As A Roadster

As A Coaster

"BUFFALO"



Trade Mark Reg. U. S. Pat. Office

WIRE CLOTH

Insures **QUALITY, SERVICE AND SATISFACTION** wherever used. Made in steel galvanized, brass, bronze and many other metals.

If you are not thoroughly acquainted with "BUFFALO" Wire Cloth, send for copy of our No. 8 AF Catalog which will be mailed gratis upon request.



A yellow tag like this with the imprint of the "BUFFALO" is on every piece or roll of genuine "BUFFALO" Wire Cloth. It is our guarantee and your protection.

BUFFALO WIRE WORKS COMPANY
Formerly Scheeler's Sons

524 TERRACE - BUFFALO, N. Y., U. S. A.

Nine solid-end wrenches—or one Crescent



One 10" Crescent Wrench takes the place of nine sizes of solid wrenches.

Would you rather carry one wrench or nine?

Furthermore, every Crescent is guaranteed to satisfy your customer or his money will be refunded.

Your jobber can probably supply you once more with Crescent Wrenches, which were doing 100% government duty during the war.

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent

ADJUSTABLE WRENCH

THE BRIDGEPORT HARDWARE MFG. CORP. BRIDGEPORT, CONN.

Drop Forged End Cutting Nipper
Tempered and Hardened Polished Jaws
Intended for all Kinds of Soft Wire

No. 132
5-Inch



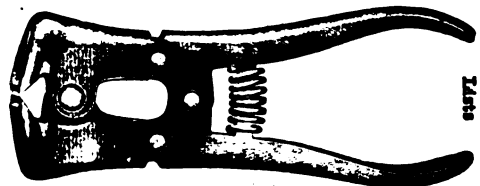
List
3600 Gro.

Drop Forged Box Joint Combination Plier
Tempered and Hardened
Burner Grip Jaws, Screw Driver Handles



No. 118—Polished Jaws..... 6-in. 7-in. 8-in.
List, Dozen 1200 1500 1800

Forged Sheet Steel Compound Lever Plier
Tempered and Hardened



List
5 1/2 6 1/2 8 1/2
800 Doz. 900 Doz. 1000 Doz.

No. 113

C. W. GAUSE CO.
Western Sales Agents
San Francisco, Cal.

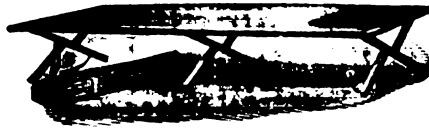
J. C. McCARTY & CO.
Eastern Sales Agents
New York City, N. Y.

"GOLD MEDAL"

"GOLD MEDAL"

(Trade Mark Reg. U. S. Pat. Office)

"GOLD MEDAL"



THE FURNITURE THAT IS LIGHT—STRONG— COMFORTABLE—AND FOLDS COMPACTLY

These qualities have made it the choice of experienced campers and sportsmen everywhere. It has stood the severe test of the Army through two wars—1898 and 1918—and is still the Government Standard.

Our National Advertising is creating a big demand for "Gold Medal" Furniture. Are your stocks in shape to take care of the demand in your locality?

We refer all inquiries to our dealers

GOLD MEDAL CAMP FURNITURE MFG. CO.

RACINE, WISCONSIN, U. S. A.

"GOLD MEDAL"

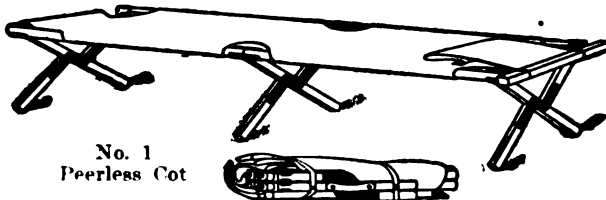
"GOLD MEDAL"

"GOLD MEDAL"

WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF

Peerless Folding Camp Furniture

Cots, Chairs, Stools



No. 1
Peerless Cot

Also a Complete Line of
**Canvas Goods, Tents, Covers
Paulins, Leggings, etc.**

**SLASHER MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES**

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.

MANUFACTURERS

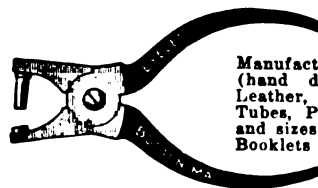
SAND'S PLUMBS AND LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

YOUR JOBBEE CARRIES THEM

J. SAND & SONS - Detroit, Michigan



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

**40 Lincoln Street
BOSTON - MASS.**

Peters

.22 Cal. Long Rifle Semi-Smokeless Cartridges

were used by Mr. Arthur Hubalek in winning the

Indoor Championship of the United States

at the annual tournament of the .22 Cal. Indoor League, New Haven, Conn.,
Feb. 10 to 15, 1919

SCORE 2462 OUT OF A POSSIBLE 2500 POINTS

There is but one **Semi-Smokeless** powder—the one that has proved its superiority time and again, in the big rifle contests of the past fifteen or twenty years, and in the ordinary every-day shooting of thousands of particular sportsmen in every section of the country. The qualities and performance of **Peters Semi-Smokeless** are not theoretical, but practical and oft-proved.

THE PETERS CARTRIDGE COMPANY - Cincinnati, Ohio, U.S. A.

BRANCHES: NEW YORK—SAN FRANCISCO

PACIFIC COAST BRANCH—585-87 HOWARD STREET, SAN FRANCISCO

MARSHALL WELLS COMPANY, Portland-Spokane-Duluth-Winnipeg-Edmonton
HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. SLOSS & BRITTAIN, Inc., San Francisco

SAM-E-KAR

Half a Million
Sam-E-Kars
for 1919

Only by this increased production are we enabled to reduce the price to Four Dollars

Better construction and finish than ever.

**A
Child's
Hand
Car**



No Foot Action
It Saves Shoe Leather

Something New
Under the Sun

Adjustable to Age of Child

GROWS WITH THE CHILD—FOR GIRL OR BOY

Dealers are never overstocked with odd sizes. The SAM-E-KAR can be adjusted to the size for which there is the greatest demand.

If your jobber cannot supply you write us for information.

BAKER-SMITH COMPANY
Rialto Building, San Francisco



Established

1 8 9 9

THE
GENUINE
Hildebrandt Spinners
and Flies

MADE ONLY BY
The John J. Hildebrandt Co.
Logansport, Indiana
Portland, Oregon

SEE THEM AT YOUR DEALERS

INCREASE YOUR PROFITS

By Having a Complete Stock of **SUMMER SPECIALTIES**, which include

Lawn Mowers

Grass Catchers

Garden Hose

Lawn Sprinklers

Hose Fittings

Automotive Equipment

Auto Casings & Tubes

Lunch Sets

Tents

Leonard Refrigerators

White Mountain Freezers

Hot Point Electrical Specialties

Oil and Gasoline Cook Stoves

Fruit Jars, Caps and Rubbers

22 Cal. Rifles and Ammunition

Fishing Tackle

Baseball Goods

Tennis Goods

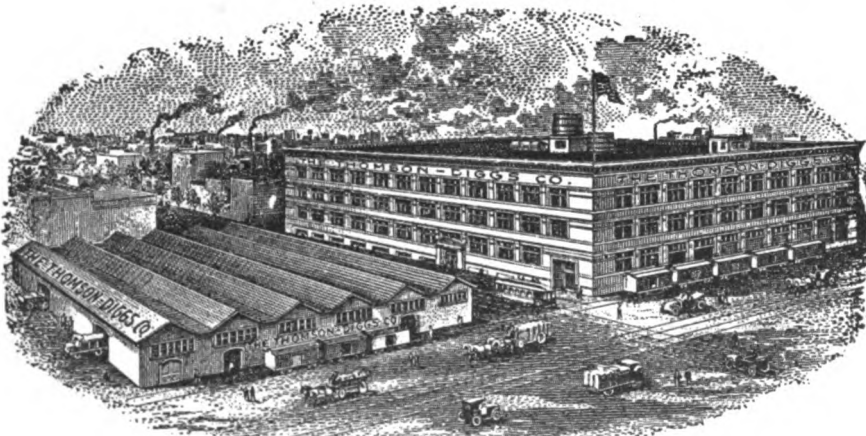
SALT LAKE CITY,
UTAH

**The Salt Lake
Hardware Co.**

POCATELLO,
IDAHO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets
PORTLAND, OREGON

New Perfection
Oil Cook Stoves

Toledo Steam Cookers
For Canning

Seeger and White Mountain
Refrigerators

Great American
Ball Bearing Lawn Mowers

Garden Hose

Camp Equipment
In Tents, Cots, Chairs, Stools, Beds
Tables, Stoves, Etc.

High Grade Fishing Tackle

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

Spokane, Washington

WHOLESALE

Standard Trade-Mark Lines

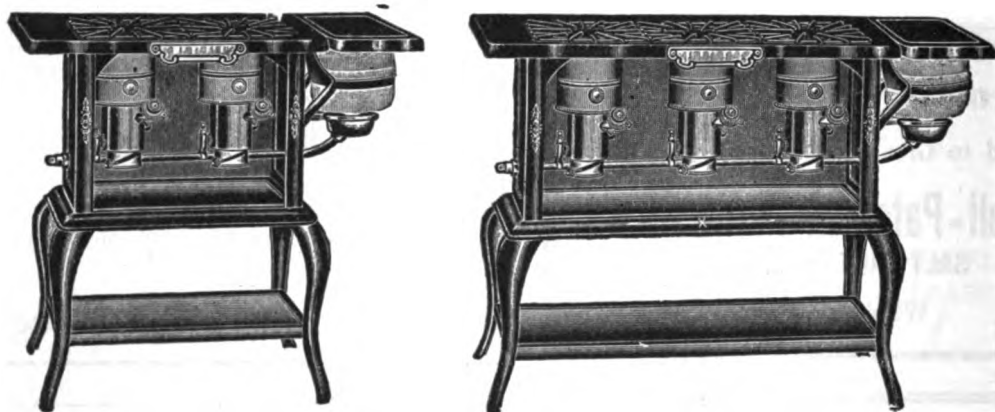
Sargent Hardware
Monarch Ranges
Diamond Tires
Schuttler Wagons
Lincoln Climatic Paints
Automobile Accessories

Prompt, Courteous Service

Crown Oil Cooking Stoves

How the Wonderful New KEROGAS Burner Makes an Oil Stove Act Like a Gas Range

Burning common kerosene or coal oil, vaporized and combined with air, the Kerogas Burner produces a clean, powerful, double flame, concentrated directly on the cooking vessel. And by simply turning a little control wheel you get just the degree of heat you want—quick—slow—intense or simmering. And all with a very small fuel expense.



With one, two, three or four burners. Gray or black enamel finish. A large, one-gallon oil tank with an always visible oil supply, making refilling the tank easy without spilling the oil. A lift off shelf protects the glass oil tank from splatterings of hot grease and forms a convenient extension to cooking top.

Cutting Cooking Time

By having the heat under perfect control you can cook meals quicker and better. The Kerogas Burner does away with the long waits caused by a fire that doesn't function properly. It insures cooking results.

Hot Heat—Not In the Kitchen But In Contact With Cooking Vessel

The most intense heat a stove is capable of, is usually the best test of its merit. We suggest and strongly urge that you make an actual comparison of an oil stove equipped with Kerogas Burners in competition with the ordinary kind. The difference will surprise you.

"Burning Air"

Owing to the fact that the Kerogas Burner combines a high percentage of air with the vapor from common kerosene or coal oil, it is clean fuel and its cost is surprisingly low.

Built Strong to Last Long

Durability is the true test of economy and the Kerogas Burner is built to endure. It is made from one piece of genuine brass, rust-proof and no-leak, its mechanism is simple. There are no complicated parts to get out of order or require adjustment. It should last as long as the stove itself.

WHOLESALE DISTRIBUTORS

DUNHAM, CARRIGAN & HAYDEN CO.

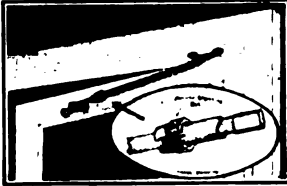
SAN FRANCISCO, CALIFORNIA, U. S. A.

STEWART**Automatic Casement Sash Adjuster**

For
Hinged
Sash

Swing In
or Out
Transoms

Pivoted
Sash



Adjustable
Friction

Only takes
One-Inch
Space

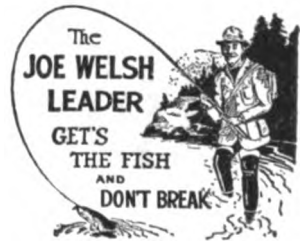
Write Your Jobber for Discounts
Simplest Automatic Sash Adjuster on Market

Stewart Mfg. Co., 1536 Franklin St., Oakland, Cal.

**Add to Your
Stock of Leaders**

Joe Welsh's
Blue Devil
Darning Needle

Anglers are wild
for both



The
**JOE WELSH
LEADER**

GET'S
THE FISH
AND
DON'T BREAK

JOE WELSH

PASADENA • CALIFORNIA

Exclusive Agent U. S. and
Canada

H. ROTH & SONS

SPECIALTY

HARDWARE JOBBERS

We Carry

Sargent's Locks

and

Shelf Hardware

Every hardware mer-
chant is familiar with
Sargent Packages

They are uniform — the
goods are nicely wrap'd
and of superior quality.

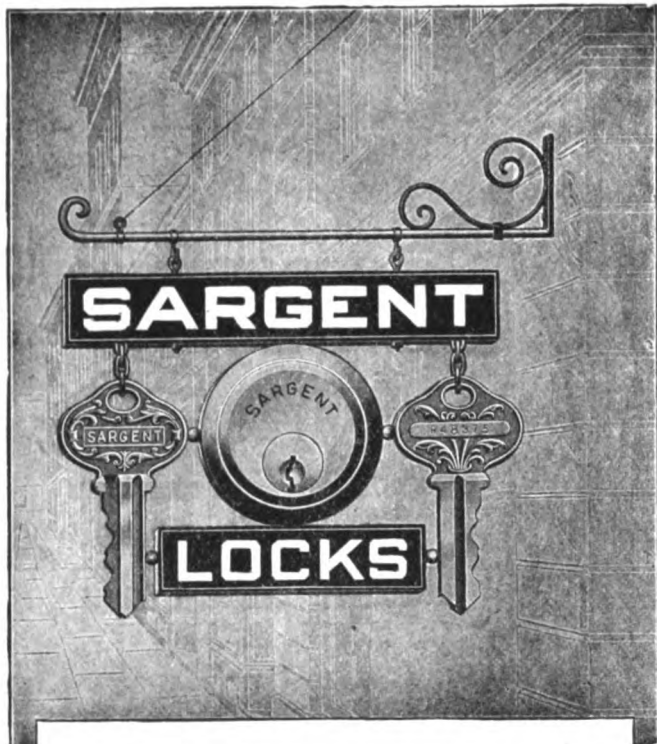
"Try Us First"

H. ROTH & SONS

Specialty Hardware Jobbers

942-944-946 Mission St.

San Francisco, Cal.



Whiton Hardware Co.

JOBBERS OF
HARDWARE
IRON STEEL
SPORTING GOODS
AUTOMOTIVE SUPPLIES
AND
ACCESSORIES

Our Mail Order
Department
Gives
Prompt Service

WE HAVE IT
SEATTLE



Our Best Bet

G & J TIRES

and TUBES



Goods with a reputation behind them and universally advertised in the best advertising mediums

Agency Arrangements Now Being Considered

We Carry a FULL and COMPLETE Stock of

AUTOMOTIVE REQUIREMENTS

Baker, Hamilton & Pacific Co.

Wholesale Distributors

SAN FRANCISCO - CALIFORNIA



Seasonable Goods for Spring and Summer

GARLAND GAS RANGES BLUE FLAME OIL STOVES CAMP STOVES
 HERRICK SPRUCE-LINED AND ALASKA REFRIGERATORS
 FLY TRAPS AND FLY SWATTERS
 WHITE MOUNTAIN AND ARCTIC FREEZERS—ICE CREAM DISHERS
 WINDOW SCREENS—WATERING POTS—WATER COOLERS
 UNIVERSAL VACUUM BOTTLES

MANGRUM & OTTER, Inc.

Wholesale Dealers

827-831 MISSION STREET

SAN FRANCISCO



THE PACKHAM
 Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
 MECHANICSBURG, OHIO

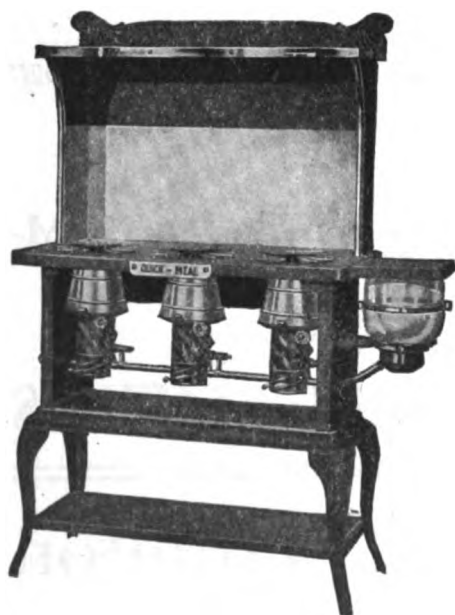
If Your Jobber Does Not
 Carry It, Write Us

"ANSONIA" NAIL CLIP 15 CENTS

Made by the makers of the "Gem" Nail Clipper. Twelve in a box or 12 on a display card.

Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



"QUICK MEAL" Oil Stoves

Have proven themselves
 to be the best.

That is why there are so
 many more of them sold
 than others.

*Write and Secure
 Agency*

RINGEN STOVE COMPANY Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 INDIANA STREET, NEAR 19th - - SAN FRANCISCO, CALIFORNIA

There's a Constantly Increasing Demand for these Food Choppers



No. 501
\$2.00

Chops 2 lbs. of meat per minute. Weight 4 lbs.



No. 602
\$2.50

Chops 2½ lbs. of meat per minute. Wt. 4½ lbs.

During the war the housewife turned to "Enterprise" Food Choppers for aid in solving the problems of food conservation. And the lessons thus learned are not to be easily forgotten. She recognizes now how cheaply, yet how tastily, she can prepare dishes with the help of the

"ENTERPRISE" Food Chopper

She knows the superiority of choppers bearing this name. She will tell her friends and neighbors. They, too, will turn to "Enterprise" Choppers to help

combat the high prices of food that still prevail. This will mean good sales for you. Order an ample supply of "ENTERPRISE" Food Choppers from your jobber and display them prominently. Call them to the housewives' attention. Explain the uses of the four cutters—and the part they play in overcoming higher food prices. Order today.



The Four Cutters and Their Uses

Fine

1—For chopping sausage and mince-meat, horseradish, hamburger steak, croquettes, coconut, stale bread and crackers for crumbs, etc.

Medium

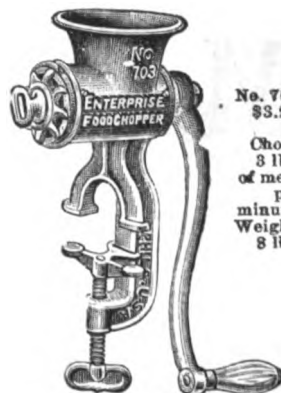
2—For chopping scrap meat for poultry, scrapple, codfish, corn for fritters, etc.

Coarse

3—For chopping hash, hog's head cheese, chicken and lobster for salads; tripe, vegetables of all kinds for soup, etc.

Nut Butter Cutter

4—For making butter from nuts of an oily nature.



No. 708
\$3.25

Chops 3 lbs. of meat per minute. Weight, 8 lbs.

The "ENTERPRISE" line will yield you a good profit and enable you to meet all competition

THE ENTERPRISE MFG. CO. OF PA. - PHILADELPHIA, U. S. A.
29 Murray Street, New York 77 O'Farrell Street, San Francisco



Big Business and Greater Profits for the Dealer who Sells CLARK JEWEL Oil Stoves

The many splendid features of Clark Jewel Oil Stoves afford every dealer unusual sales and profit opportunity.

Clark Jewel owners are always satisfied with the speed, quality and economy of these excellent oil stoves.

THEY SAVE TIME THEY SAVE OIL

Choose the Clark Jewel line. It will prove profitable to you and satisfactory to your customers.

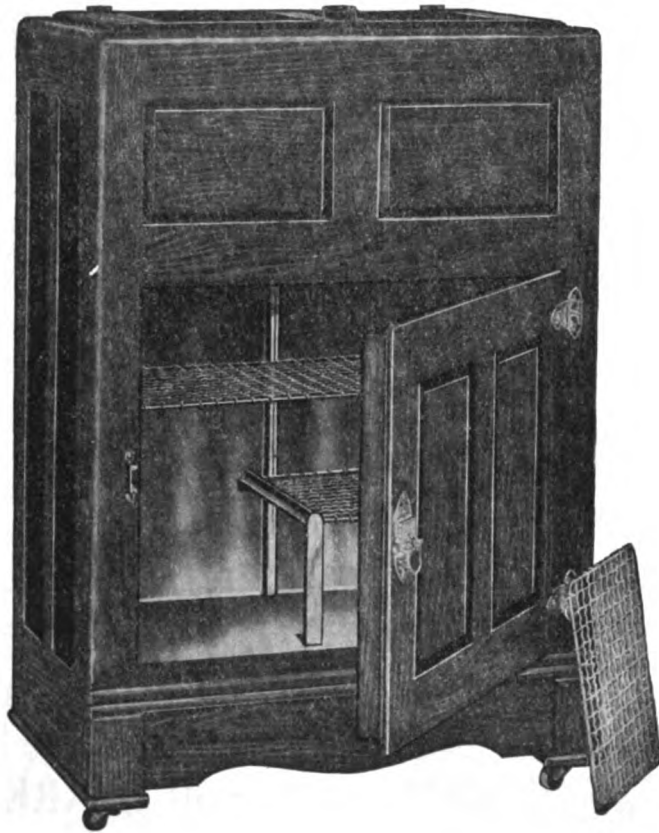
GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON, of San Francisco and Los Angeles, Jobbing Agents for California

Monarch Refrigerators



Dealers

are advised to place opening orders early and ensure prompt shipment from the large stock carried by

UNION HARDWARE & METAL CO.
Los Angeles

SLOSS & BRITTAIN
San Francisco

Monarch Refrigerator Works
Burlington, Vermont

SEND FOR 1919 CATALOG

Genuine "Emcany"

OR

Unpolished Acme Fry Pans and Spiders

Cost No More Than Imitation or Inferior Articles

But They Build Up
Your Trade and Satisfy
Your Customers

The "EMCANY" is exactly the same as the well known "Acme" except that due to the shortage of labor during these war times it is not polished. But when used once it cannot be told from the Acme.

**EXAMINE SAMPLES OF THIS
WARE AND PROVE IT
FOR YOURSELVES**



Sold by All First Class Jobbers Throughout the West

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

New York Stamping Company
BROOKLYN, NEW YORK

Faultless Caster Company

Evansville



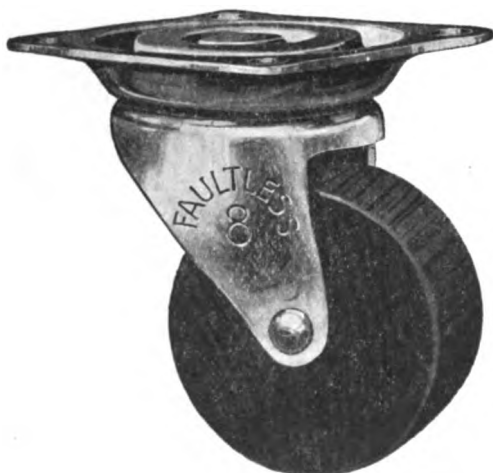
Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"



3 sizes Pail

The only can and
pail your
trade knows
by name and
reputation

Witt's Can and Pail,
through long years
of advertising, have
become the standard
of the country.

Every customer who comes into your
store knows that Witt's outlasts two
ordinary cans—knows that the
Yellow Label means satisfaction
guaranteed.

THE WITT CORNICE CO.
Cincinnati, Ohio

WITT'S CAN and PAIL

For Sale on Pacific Coast by

Baker, Hamilton & Pacific Co. San Francisco
Dohrmann Commercial Co. San Francisco
Dunham, Carrigan & Hayden Co. San Francisco
Heyman-Well Co. San Francisco
Holbrook, Merrill & Stetson, Inc. San Francisco
Mangrum & Otter, Inc. San Francisco
Sneller Bros. & Co. San Francisco



4 sizes Can

SALES HELPS

To every dealer
selling Witt's Can
and Pail we will
furnish free elec-
trotypes for news-
paper advertising,
envelop stuffers,
window and count-
er display cards,
street car cards.
Many dealers find
that these helps in-
crease their busi-
ness.



Used to Cut Twine, Paper
Tape—To Scrape Pots and
Pans, etc.—Often Left to
Stand in Hot Water.

FOSTER BROTHERS' Kitchen
Cutlery—with its properly tem-
pered, balanced, ground and
sharpened blades—its good, firm,
well-riveted handles—is made to
withstand hard service. Gives
continued satisfaction even when
mistreated.

Has never been equaled—Has an
enviable reputation in house-
holds throughout the country.
Adds to the dealer's profits and
prestige—Insures rapid turn-
over.

Write for Catalogue No. 17
with descriptions, illustra-
tions, prices, etc.

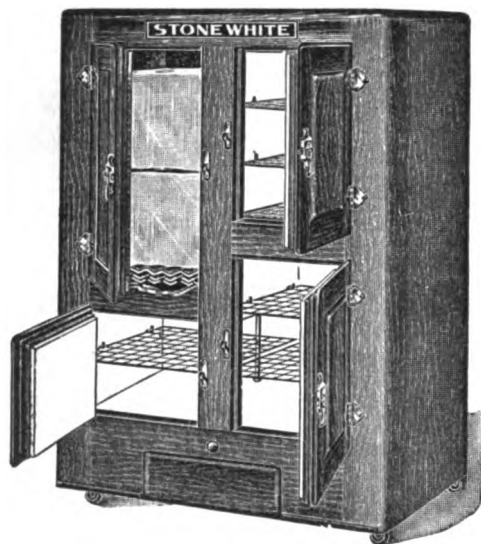
JOHN CHATILLON & SONS

Established 1835

85 Cliff Street

New York City

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

P
O
P

U
P

L
A
W
N

S
P
R
I
N
K
L
E
R



Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half-inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
 PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or
AUTOMATIC LAWN SPRINKLER CO.
 209 Scott Bldg., Salt Lake City, Utah



Closed



Open

P
O
P

U
P

L
A
W
N

S
P
R
I
N
K
L
E
R



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

THE *Royal* Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

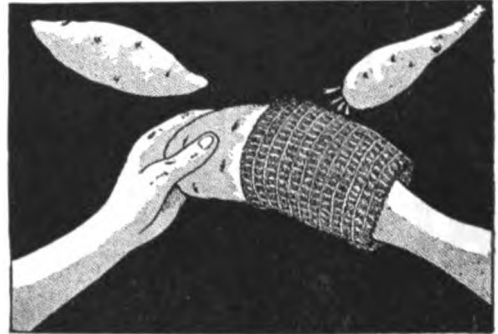
We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

ROYAL SELF-HEATING IRON CO.
Big Prairie, Ohio

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known
Indispensable for quick and economical cleaning of vegetables, such as new potatoes, carrots, sweet



potatoes, celery, parsnips and a variety of other vegetables. In fact the Magnetic Cloth excels all other methods of cleaning. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
jobber's name
if he can't
supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH,
Pacific Coast Reps., 739 Call Bldg., San Francisco.

TIME TO ORDER

FREEZERS

All of the three, **LIGHTNING**, **GEM** or **BLIZZARD**, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.



The **Blizzard**, being simpler in construction and cheaper in price, makes it a good running mate with either the **Lightning** or **Gem**. They sell themselves and stay sold! No comebacks or complaints. This means easy, net profits for you.

YOUR JOBBER CAN SUPPLY

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

"REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

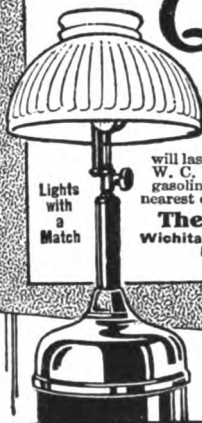
More Light Than 20 Oil Lamps

THE sensation of the Lamp Industry—a match-lighting gasoline lamp. No torch needed. Just use a match as with the old time oil lamp. Gives a brilliant, steady, white light of 300 candle power, **brighter** than the brightest electric light, **safer** than the safest oil lamp, **cheaper** than candles.

The

Coleman

Quick-Lite



Lights
with
a
Match

makes and burns its own gas from common gasoline. No wick to trim—no globes to wash. No dirt, grease, smoke or soot. No danger of fire or explosion. Fuel can't spill—no danger if tipped over. **Guaranteed Five Years**—will last a last a lifetime. The triumph of W. C. Coleman, originator of the portable gasoline lamp. For information, address nearest office for Catalog No. 36.

The Coleman Lamp Co.
Wichita, St. Paul, Toledo,
Dallas, Chicago.

ATLAS

10 Cent Fly Swatter



This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

NEW HAVEN, CONN.

HUGHSON & MERTON

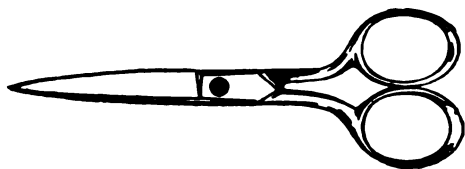
Pacific Coast Agents
San Francisco, Los Angeles

"ATLAS" Shears and Scissors

SHOULD BE IN THE STOCK OF
EVERY JOBBER IN AMERICA

The wonderful Atlas Brands are the best values in popular priced cutlery. Years of experience, with improved machinery and methods, now enable us to offer the wholesale trade a wonderfully complete and up-to-date line of Shears and Scissors in all styles and sizes.

Our Counter Display Carded Assortments
sell Scissors for dealers very quickly.



Send for No. 18B Catalog.

We are prepared to make prompt shipments.

THE ATLAS SHEAR COMPANY

250 North Av., Bridgeport, Conn.

SALES AGENCIES IN

New York, Chicago, St. Louis, San Francisco, Los Angeles, Seattle, Salt Lake City, Denver, Minneapolis and Toronto.

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in counting postage required by new war Revenue Bill

Made only in 20-pound capacity.

Furnished in black enamel finish, glass front, steel top.

Same style, tile top.

Blue enamel finish, glass front, tile top.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Oregon

Standard Cap Screws

—Set Screws—Stove Bolts—
Iron, Brass, and Bronze Wood
Screws—Single and Double
Iron and Brass Jack Chains—
Brass and Steel Safety Chains—
—Brass Plumbers' Chain—
Steel Furnace Chain—Steel
Register Chain—Brass and Iron
Ladder Chain—and all kinds of
special

Corbin Automatic Screw Machine Products

The facilities and co-operation of our large, modernly-equipped factory, fully manned by expert workmen, are at your disposal for emergency and time-contract requirements.

Quotations gladly and promptly furnished on receipt of specifications, samples, or blueprints.

Corbin Automatic Screw Machine Products are used wherever uniformity of workmanship and dependability of quality are indispensable. We invite your correspondence

CORBIN SCREW CORPORATION

American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers also of Corbin Duplex Bicycle Coaster Brakes and Corbin-Brown Speedometers for Automobiles, Motor Trucks and Motorcycles

THE ADJUSTIT CAR

Pat. July 3d, 1917

4 CARS IN ONE

Absolutely in a class by itself; will stand all kinds of knocking around, as it is the strongest child's car made; will hold up 250 pounds.

Cannot
Tip
Backward



YOU ADJUST IT to the littlest kiddie 15 months old, and so right on up to the boy or girl of 10 years old.

FINISH—Highest grade of two coat and auto enamel. Yellow body and red wheels.

CONSTRUCTION—Metal bearings, forged steel axles, powerful steering post and steel truss, making it indestructible.

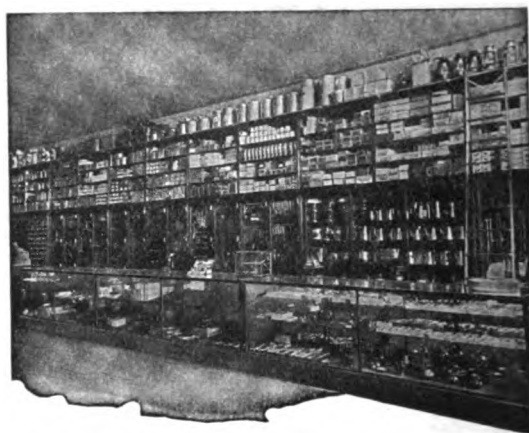
SHIPPING WEIGHT AND DIMENSIONS—Crated in boxes of 2 dozen cars knocked down. Size of crate, 30 in. wide, 19 $\frac{3}{4}$ in. high, 32 $\frac{3}{4}$ in. long. Wt. 194 lbs.

For Sale by America's Leading Hardware Jobbers

THE ADJUSTABLE SALES CORPORATION

1040 Jay Street, Rochester, New York

W. H. WILBURN, 602 Williams Bldg., San Francisco, Cal., Western Representative



"Oh, That Reminds Me!"

Not only is Hardware Shelving for the storage of merchandise, but its one big function is to draw and attract trade—to remind those who enter the store of things they need or should have.

Shelving with display simplifies hardware selling. It makes shopping easy for your customers, showing them at a glance the very articles they have in mind, saving your clerk's time and their own in making quick selections.

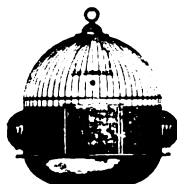
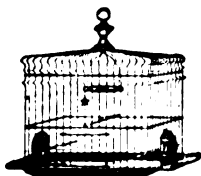
"DULUTH" SECTIONAL HARDWARE SHELVING is more than ordinary shelving, it is a salesforce in itself that cannot be ignored by the wide-awake merchant of today—and it isn't as costly as you may think.

Ask for our complete catalog No. 100, that explains the Duluth Systems of Hardware Displays.

DULUTH SHOW CASE COMPANY - Duluth, Minn., U. S. A.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Geiger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

NEW HAVEN SLUMBER STOPPER

ONE DAY ALARM

With Radium Dial and Hands

The radium material used on the dial and hands is of the highest quality and is guaranteed to last several years.



Height ... 5 $\frac{1}{2}$ inches
Dial 3 $\frac{3}{4}$ inches

Bowed Glass.

Case is seamless brass, and with all outside fittings is highly polished and nickel plated.

3 $\frac{1}{2}$ inch bell metal gong on back.

Has silent switch on top for use when alarm is not wanted.

A RELIABLE ALARM CLOCK

MORGAN & ALLEN CO.
150 Post Street, San Francisco, California



Big Little Profit Builders

*Kees
Money
making
Devices
for
Hardware
and
Building
Material
Dealers*

SEND FOR
LISTS
AND SAMPLES
DEPT. 18

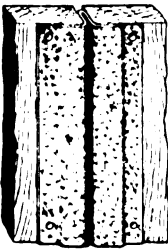
Kees Metal Building Corners

Show your customers why they ought to adopt Kees Corners as standard practice.

They are plain, so practically invisible.

Prevent corners opening—the common fault of mitering.

Owners prefer them to corner strips—easy for unskilled workmen to attach.



KEES Metal Barn Battens

are becoming the standard method of construction for a tight, warp proof, rat, rain and wind sealed job.

Sold by most Hardware Jobbers. If yours can't supply you, order direct.

F.D. Kees Mfg. Co. Beatrice, Nebr.

RUTENBER ELECTRIC TABLE STOVE
Model 206

Is one of the Jobber's or Dealer's quick, sure sellers.

Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

write for our complete Catalog and Trade Discounts.

RUTENBER ELECTRIC CO.
Marion, Ind., U. S. A.

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco



HAVE YOU SEEN
OUR NEW

Assortment Folder?

It is especially suited
for a dealer who
sells tumblers as a
side line

THE BELMONT TUMBLER CO.
BELLAIRE, OHIO



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

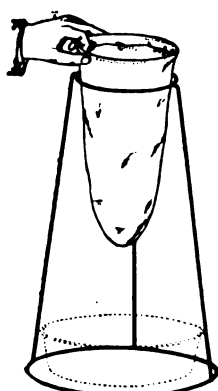
Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO
Bender Street

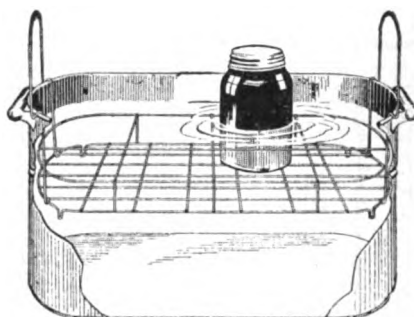
Hamilton, Ohio



No. 745
Jelly Strainer



No. 748
Jar Lifter
Tongs.
Pat. applied
for.

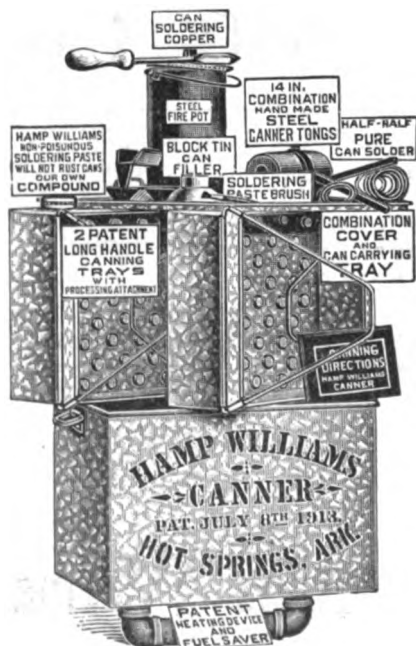


No. 746
Folding Fruit Cooker Tray
Pat. Apd. for



No. 787—Quarts
No. 788—Hf. Gal.
Fruit Cooker
Baskets

COLD PACK CANNING APPLIANCES—Write for Circular No. 32
Manufactured by J. B. TIMBERLAKE & SONS, Jackson, Michigan



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers
HOT SPRINGS, ARKANSAS



ROCK-ABYE SWING No. 1
Retail Price \$1.50

PERFECTION ROCK-ABYE SWING No. 2
Retail Price \$2.50

ROCK-ABYE BABY CRIB
Retail Price \$1

PERFECTION PLAY-YARD
Retail Price \$1

These Products are Selling By the Hundreds of Thousands

Do you realize that there are many retailers selling hundreds of **Perfection Rock-a-bye Products** a month, who are banking hundreds of dollars profit monthly because they push the Rock-a-bye line? You can, too, if you carry the Rock-a-bye line—and if you let people know you carry it by displaying the goods in your windows and mentioning them in your advertising.

WRITE TODAY!

Ask About Our "Dealer Helps"—or
See Your Jobber

PERFECTION MFG. CO.

Department W, Cor. Leffingwell and
Montgomery Sts., ST. LOUIS, MO.
We offer an Attractive Proposition to
Live Representatives



PERFECTION
Swing Bed No. 19
Retail Price \$3.00

PERFECTION
Rock-a-bye Walker No. 18
Retail Price \$5.00



CHILDREN'S TOILET SEAT
Retail Price \$2.25

THE HIGH CHAIR ROCK-ABYE
Retail Price \$2.50

ROCK-ABYE AUTO BED
Retail Price \$5.00 Retail Price \$2.50

ROCK-ABYE AUTO SEAT
Retail Price \$2.50

A WORD—AND YOU CAN SEE THE SAMPLES

TRADE **VILLAGE BLACKSMITH** MARK

HAND MADE BUTCHER KNIVES & TOOLS



WASHINGTON CUTLERY CO.

Watertown, Wisconsin

IT'S "SOME GUN"
OUT SELLS
OUT SHOOTS
OUTLASTS

All Others

Stock this National Advertised Gun today. Sales compelling placard on request.

WRITE

BENJAMIN AIR RIFLE MFG. CO.
611 N. Broadway
ST. LOUIS MISSOURI

"THE BENJAMIN"

A REAL AIR RIFLE

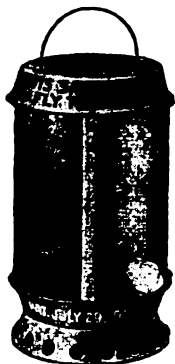
This is the air rifle which is so much in demand by boys and men. It has the power, accuracy and reliability which makes an air rifle popular for target practice and small game hunting.

SALES

PROFITS

SATISFACTION

Order a sample gun today and give it a "tryout." Its shooting qualities will surprise you. If not satisfactory in every way return at our expense.



Place Your Orders Now

FOR THE

AVIS Sanitary Fly Trap

**Increase Your Fly Trap Business by Handling
THE AVIS**

IT WILL CATCH MORE FLIES THAN ANY OTHER TRAP MADE

The Fly Trap season is at hand. Don't delay. Order the Avis Sanitary Fly Trap. It has a reputation

ORDER FROM ANY OF THESE JOBBERS TODAY

Baker, Hamilton & Pacific Co.
..... San Francisco
Union Hdw. & Metal Co. Los Angeles
California Hardware Co. Los Angeles
Hoffman Hardware Co. Los Angeles
Abbott Hardware Co. Los Angeles
Seattle Hardware Co. Seattle, Wash.

Harper-Reynolds Corp. Los Angeles
Marshall-Wells Hdw. Co., Portland, Ore.
Holbrook, Merrill & Stetson, Los Angeles
The Tritch Hdw. Co. Denver, Colo.
Krakauer, Zork & Moyes' Sues., Inc.
..... El Paso, Texas

Manufactured By

A. B. AVIS

Pomona, California

PIONEER

**SINCE
1883**

The Standard Roofing

**THE
BEST**

**Pioneer is a Household Word in
City, Town and Country**

SANDED ROOFING

The perfect roofing, needs no paint—durable, economical, easy to lay.

ASBESTOS ROOFING

Makes your buildings warmer in winter and cooler in summer.

FLAXINE ROOFING

For balconies, roof gardens or wherever a smooth surface is desired.

THREE POPULAR SELLERS

Write for Samples and Prices

PIONEER PAPER COMPANY

Manufacturers of Pioneer Roofing, Building Papers, etc.

247-251 S. Los Angeles St., Los Angeles

DU PONT AMERICAN INDUSTRIES

1915

1919



5th Annual Beginners' Day—

How It Helps the Dealer

BEGINNERS' DAY is the time when the "Learn-to-Shoot" idea becomes a dollars-and-cents reality to dealers in guns, ammunition and sporting goods. The Du Pont Company continually advertises Trapshooting—"the Sport Alluring." Those who have read our ads welcome Beginners' Day as the opportunity to learn to shoot—and thousands each year are introduced to the traps at these events.

We cooperate with gun clubs everywhere in promoting Beginners' Shoots to create new shooters and

To Increase Sales

of Dupont, Ballistite and Schultze powders—the choice of beginners and experts. Every new shooter means a prospective buyer of other goods in your store.

Be a Booster! Talk Beginners' Shoots. They are held in June and July. Work with your local gun club for a big Beginners' Day. If there is no organized club—write us.



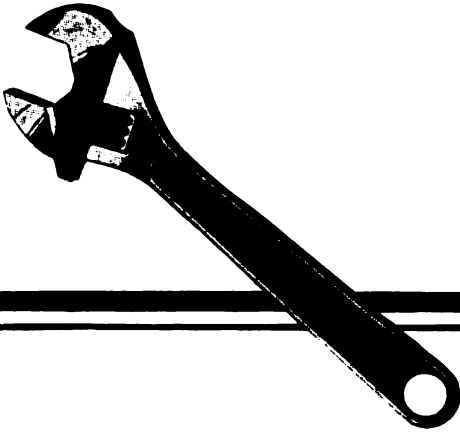
Sporting Powder Division

E. I. du Pont de Nemours & Company

Wilmington, Delaware

Visit Du Pont Products Store When in Atlantic City

DU PONT



Nine solid-end wrenches—or one Crescent

One 10-inch Crescent Wrench takes the place of nine sizes of solid wrenches.

Would you rather carry one wrench or nine?

Furthermore every Crescent is guaranteed to satisfy your customer or his money will be refunded.

Your jobber can probably supply you once more with Crescent Wrenches, which were doing 100 per cent government duty during the war.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Crescent
ADJUSTABLE WRENCH

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.



What the Hardware Dealer & Jobber wants to know about ❧ CLOVER Grinding & Lapping Compound

CLOVER GRINDING AND LAPPING COMPOUND is the recognized STANDARD for Valve Grinding—Grinding Pistons Into Cylinders—Lapping Out Cylinders—Running Together Gearing—All Kinds of Surfacing, Lapping and Polishing—Grinding Crank Shafts Into Bearings, etc.

There are more than ONE MILLION PEOPLE using Clover Compound today, and sales in 1918 exceeded

3,000,000 CANS

Live Dealers are turning over their Clover Stocks from ten to twelve times a year. We are helping with Co-operative Sales Helps and Advertising.

Don't forget that we have established our own Branch at 559 Howard Street, San Francisco, for the convenience of our Western Trade. You should make full use of this stock which we carry for you.

FOR THE KIT: in Standard 4 oz. and 2 oz. DUPLEX cans.

FOR THE GARAGE AND SHOP: 1 lb. Cans, made in 7 grades from very fine to very coarse.

SPECIAL BOOKLET AND SAMPLES ON REQUEST

Have you had your sample of **Clover Lawn-Mower Sharpening Compound**?

It's great stuff and sharpens them up fine. SPECIAL CIRCULARS AND SALES HELPS—May we send them?

CLOVER MFG. CO., Norwalk, Conn., U. S. A.

San Francisco Branch, 559 Howard Street.



*Our Catalog for 1919
is Ready*

The Baldwin Refrigerator Co.
Burlington, Vermont

Stock carried by HEYMAN-WEIL CO., San Francisco, Cal.



Happy the Bride That Mirro Shines On

AND happy the Mirro dealer in June—for June is the month of weddings—June sees thousands of new homes established in the land.

Thousands of new homes mean thousands in Mirro sales, and more and more good business for Mirro dealers.

Mirro is the peak of achievement in aluminum ware. It has established a new standard of beauty and utility in kitchen utensils.

Mirro is the wonderfully advertised line that sells itself, not only to women everywhere, but to *men*.

The familiar background—the beautiful utensil with its many star features—spells Mirro in the advertising pages of publications that go into the hands of millions of men and women.

If you are not already handling this big, successful line—Mirro—write for dealer catalog.

Or, if your stock is low, replenish it quickly. The Newlyweds are settling and buying, and no doubt you want their business.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wisconsin, U. S. A.

Makers of Everything in Aluminum



MIRRO ALUMINUM
Reflects
Good Housekeeping



Belt Power Model
No. 5.
Same Style With
Electric Power

The Automatic

A Woman's Washer

Everything about the Automatic is designed for simplicity, convenience and to save labor. It is the woman's favorite.

It is exceedingly simple, with the fewest operating facts.

Two levers control everything, responding to the touch. Wash and wring separately or both at same time.

4 Belt Power Models



4 Electric Models

It washes a tub-full in 7 minutes—everything beautifully clean—from heavy blankets to fine lingerie—without the least injury.

All Automatic Washers wash and wring separately or both at same time.

The Wringers are 3-position swinging reversible, built with strong maple frames, water-proof ball bearings with galvanized races, and equipped with the best rolls made. Rolls are instantly reversible and have instant release.

Write for full information.

Automatic Electric Washer Co.

314 Third Street, Newton, Iowa

WESTERN DISTRIBUTORS

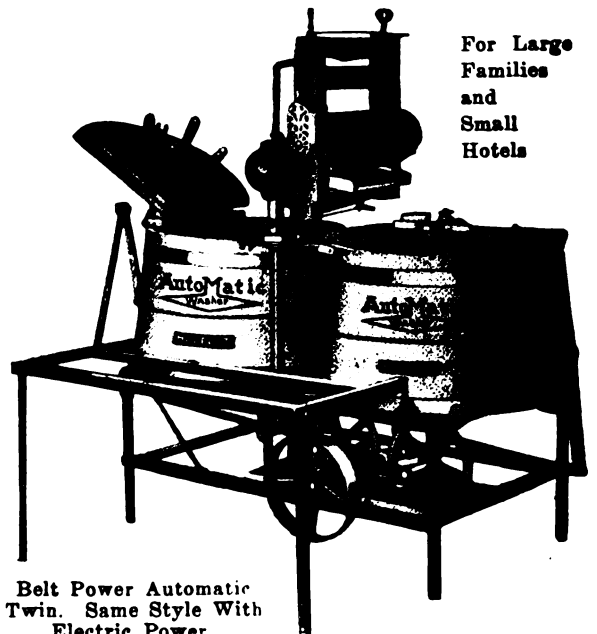
Los Angeles, Cal., A. A. Wilson,
751 S. Spring St.

Salt Lake City, Utah, Inter Mountain Elec.
Co., 43-59 E. 4th St.

Portland, Ore., Fobes Supply Co.,
285-287 Couch St.

FREE TO YOUR CUSTOMERS

Two valuable Household Booklets—
"Formulas for Soaps and Cleaning
Compounds" and "Cleaning Hints."



For Large
Families
and
Small
Hotels

Belt Power Automatic
Twin. Same Style With
Electric Power



Electric Washing Machines Make Happy Homes

and a satisfied owner of any article is the best kind of an advertising medium for the merchant.

41 years' experience in the manufacture of washing machines, is behind every VOSS and they are sure to SATISFY.

Write TODAY for our Agency Proposition.

VOSS BROS. MFG. CO.
DAVENPORT, IOWA

Voss O'Clock
am sho
Nine O'Clock





DIETZ

LANTERNS

DIETZ No. 2 WIZARD

"King of Cold Blast Lanterns"

YOU can sell your customer **any** Dietz Lantern with the certainty that it will give good service.

But he may want a high grade, sturdy lantern of more than ordinary light giving power. Then you can show him no better lantern than the Dietz No. 2 Wizard.

The Dietz No. 2 Wizard gives a big white light of ten candle power. In addition, this lantern has the very convenient Short Globe, into which the hand may easily be inserted for cleaning—a feature which alone makes many sales. Also the exposed wick for easy cleaning and trimming.

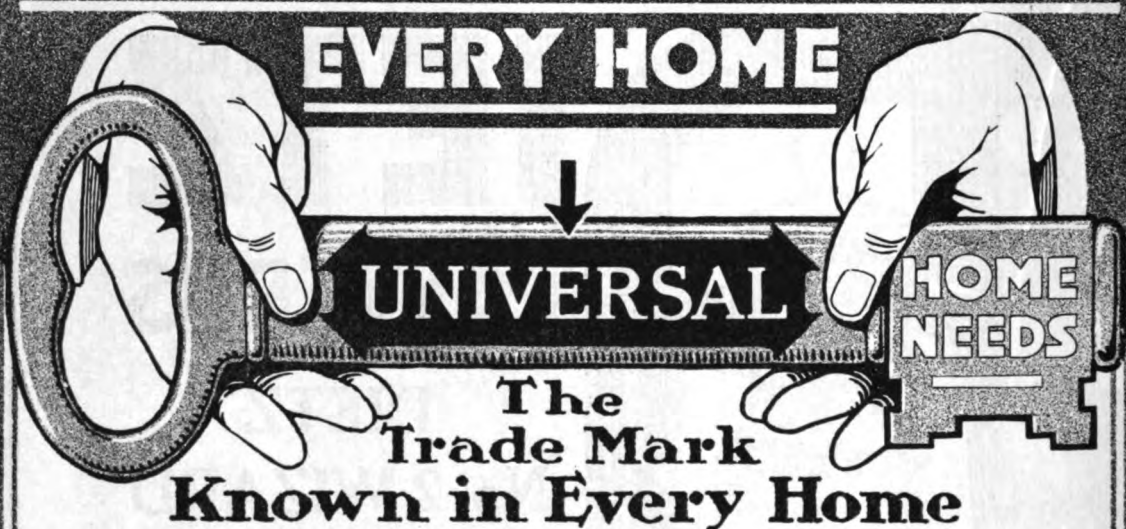


R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
FOUNDED 1840

More Quality—More Demand—More Sales—More Profit
Your Jobber Stocks DIETZ Lanterns

KEY TO THE PATRONAGE OF EVERY HOME



Thousands of homes are using appliances bearing this **UNIVERSAL** trade mark, which stands for the best in mechanical construction, material, quality and satisfaction. It is easy to sell the owners of these appliances other home needs under this trade mark.

The **UNIVERSAL** Line includes a great variety of household aids, each one designed to perform better and easier service in the dining room, kitchen or boudoir.

Consistent national advertising is persistently reminding housewives of the many **UNIVERSAL** Home Needs. These well-advertised products should be in the stock of every Hardware Dealer.

Your profits increase with your turnover. Concentrate on goods you can get and sell quickly.



No. 4



No. 1



No. 476



No. 984

LANDERS • FRARY & CLARK
• NEW BRITAIN • CONNECTICUT •

ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)
MAKES ROASTING A
PLEASURE
(No Basting Over Hot
Oven)



HAS HOT AIR
JACKET
(Prevents Burning)
CLOSE FITTING
HANDLES
(Economy of Space)

TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

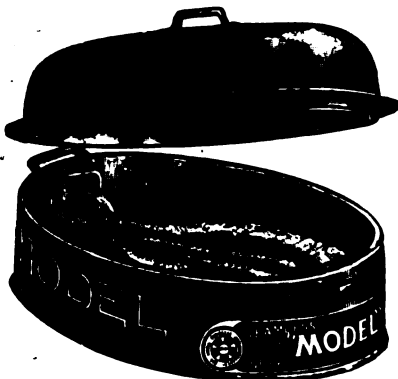
TWO SIZES

Small Holds

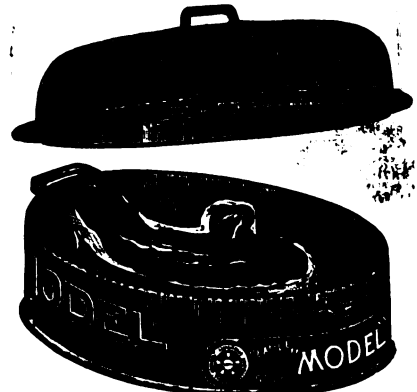
- 10 Lb. Round Roast
- 8 Lb. Rib Roast
- 8 Lb. Leg of Lamb
- 1 10 Lb. Turkey or
- 2 4 Lb. Chickens

Large Holds

- 18 Lb. Round Roast
- 14 Lb. Rib Roast
- 15 Lb. Leg of Lamb
- 1 16 Lb. Turkey or
- 3 4 Lb. Chickens
- Small 10 1/4 in. x 15 1/4 in. including Handles 17 in.
- Large 11 1/4 in. x 17 1/4 in. including Handles 19 1/4 in.



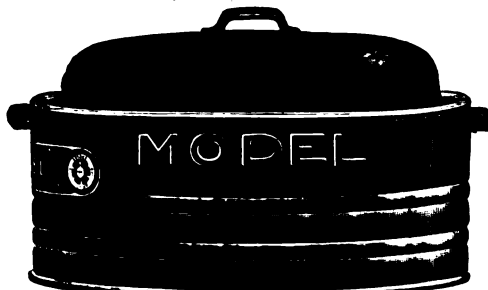
Blue Glazed Enamel



Gray Mottled Enamel

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

In the State of Texas
by
C. V. MILLARD
San Antonio, Texas



"Model" Extra Large Roaster

Represented in the States
of Washington, Montana,
Idaho, Oregon, Colorado
and Utah by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

One Size 12 3/4 in. x 18 5/8 in., including Handles 20 3/4 in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

THE CENTRAL STAMPING COMPANY - NEW YORK

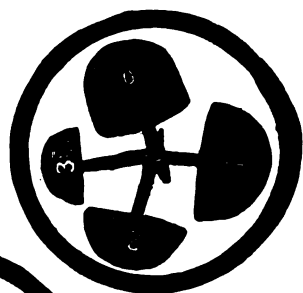
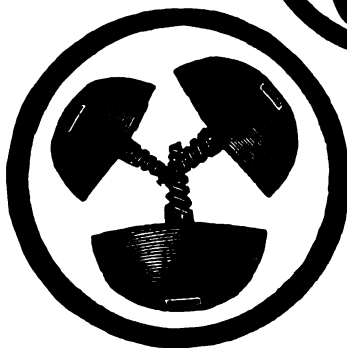
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise, nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.



The stalwart viking leaped into action, and "Victory" was his battle-cry.

Today, Viko is winning its way in the stores of progressive dealers everywhere. Fortified with quality, strikingly beautiful, and imbued with success, this long-famous line of aluminum is setting new standards of selling daily.

Ask your Jobber



VIKO

The Popular **ALUMINUM**



Covered Kettle—One of the many Viko products

GODELL PRATT

1500 GOOD TOOLS

Mr. Punch

Reg. U. S. Pat. Off.

The Hole Maker

The Automatic Drill

The rest of the Goodell-Pratt 1500 Good Tools family has been getting so much publicity lately that Mr. Punch has been somewhat neglected. Mr. Punch hasn't seemed to mind it, for Goodell-Pratt advertising is so extensive and **intensive** that when one thinks of tools, Goodell-Pratt and Mr. Punch are uppermost in the mind.

Mr. Punch has been put on the map by **advertising** and he **stays** on the map on account of his **real merit**.

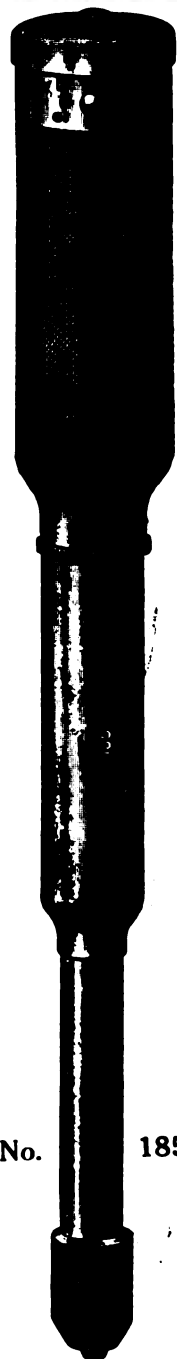
If you haven't a good stock of Mr. Punch on your shelves you are passing up a good, live, profitable number. We've lots of Sales Stimulators to let your trade know that you sell Mr. Punch. They're furnished free.

**Goodell - Pratt
Company**

Toolsmiths

Greenfield, Mass., U. S. A.

Ask for Tool Book No. 13



No. 185

Stores using a complete N. C. R. System can give the public good service



WHEN a customer goes into a store and sees an up-to-date National Cash Register on the counter, he knows at once that he is going to get quick, accurate service.

If the proprietor of that store is asked why he uses a National Cash Register he will reply that it is a labor-saving device that helps him just the same as labor-saving machinery helps the manufacturer, railroad man, farmer, and mechanic.

When a customer makes a purchase in a store using an up-to-date National, he can not help but notice how quickly the clerks hand out parcel and change. He notices how careful they are—the smart, modern appearance of the store—the good service and prompt attention that he gets.

Customers are also quick to notice the good values that such stores are able to offer; the accurate printed cash register figures; the freedom from disputes; the absence of errors.

A modern N. C. R. System is a business necessity because it does so much to increase business and reduce expenses

The National Cash Register Company, Dayton, Ohio
Offices in all the principal cities of the world



Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO. OF BLADE FOR POWER MACHINE			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles Light Channels Light Tee Iron Light Ornamental	102	252	115	252		
Heavy Angles Heavy Channels Heavy Tee Iron	103 112	250	115-B	255		
Light Structural	112-B					
Machine Steel	112-B	250 250-B	114	255		
Tool Steel Cast Iron						
Brass						
Sheet Metal Less than 18 gage	253	253				
Over 18 gage	102	252				

Numbers above are those given in the catalog and on the boxes containing the blades.

THE L. S. STARRETT CO., ATHOL, MASS., U.S.A.

THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS

A Service That Helps Sell More

Starrett Hack Saws

Your customers will appreciate the time and money saving service this chart offers. It enables them to use the **proper** saw blades for every metal cutting requirement.

The Starrett Chart BF was produced after careful tests to determine the **proper** Starrett Saws to use for various cutting requirements. Give your customer a chart key when you sell him Starrett Saws.

THE L. S. STARRETT COMPANY, Athol, Mass.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

NEW YORK LONDON CHICAGO

42-916



Beautiful Walls and Floors—beautifully Clean

Really fine interior woodwork is so attractive that you like to keep it as immaculate as a choice piece of furniture.

There's nothing quite like hot water and soap to remove the dust and oily film that settle on walls and floors of a home.

Univernish has the peculiar virtue of being as impervious as glass to boiling hot water. Constant washing will not turn it white or injure it in any way.

Univernish is made in a variety of attractive wood colors. In reproduction with inexpensive woods, the real tones of mahogany, the subtle beauty of rosewood, or cool green for parlors and women's dressing.

If you will assure your painter that you are glad to pay a slightly higher price for Univernish on woodwork and floors, you will enjoy a perfect finish of great beauty and durability which hot water will not injure.

Be sure that Univernish is used on kitchen, bathroom, bath room and all other rooms where a sanitary finish is essential to health.

You can apply it yourself without difficulty and with excellent results.

May we not send you attractive brochures telling about the beautiful home environment?

Univernish is furnished in clear varnish and also in the following transparent wood colors: Dark Oak, Light Oak, Big Oak, Mahogany, Walnut, Green.

Murphy Varnish Company
Franklin Murphy, Jr., President
NEWARK CHICAGO

NEWARK

The Douglas Varnish Company, Ltd., Montreal, Canadian Associate

Murphy Univernish

The Universal Varnish
Supplied clear and in six transparent wood colors



The Sanitary Varnish
because it can be scrubbed with boiling water.

A bedroom may be absolutely sanitary importance.

Perhaps you have a hospital?

Univernish will scrubbed turning.

Every square foot in bed room and bath with Murphy Univernish, which is

Think of the kitchen and bathroom's health for such a durable as glass.

Keep Univernish in as necessary touch up several generations it and at

Let us send you "univernish" and "The" you the name of

Murphy Varnish Company



Murphy Univernish

The Universal Varnish
Supplied clear and in six transparent wood colors



A Varnish as impervious to hot water as glass or china.

WOODWORK around a sink ought to be the most sanitary part of the house—and is often the least so.

Univernish gives it a surface almost as hard as glass—a surface which boiling water will not injure or turn white—a surface you can scrub with hot water and soap—one that will not stain or suffer lodgment to waste.

And how a smooth Univernish finish in kitchen, pantry or bath room does away with "Sweeping is easier. Washing floors or linoleum varnished with Univernish is hardly any work at all.

Anyone can flow on a coat of Univernish. Use it to touch up gaps or scuffed woodwork and floors. Univernish is as necessary to keep in modern sanitary housekeeping.

Write for the name of a merchant who sells Murphy Univernish and for our brochure "The Modern Sanitary Kitchen."

Murphy Varnish Company

Franklin Murphy, Jr., President

NEWARK CHICAGO

The Douglas Varnish Company, Ltd., Montreal, Canadian Associate

"Millions Have Read Them!"

These beautiful advertisements of Murphy Univernish have appeared this Spring in magazines of national circulation which are read by millions.

In order that "Merchants who sell Murphy's" may receive the full benefit of this advertising we supply a large assortment of brilliant window and store displays. Write for particulars of our free selling cabinet offer, the most effective sales help ever furnished to the paint trade.

Murphy Varnish Company

Franklin Murphy, Jr., President

NEWARK

CHICAGO

The Douglas Varnish Company, Ltd., Montreal, Canadian Associate



This Coupon Brings This Important Book

AMERICAN STOVE COMPANY,
65 Chouteau Avenue, St. Louis, Mo.

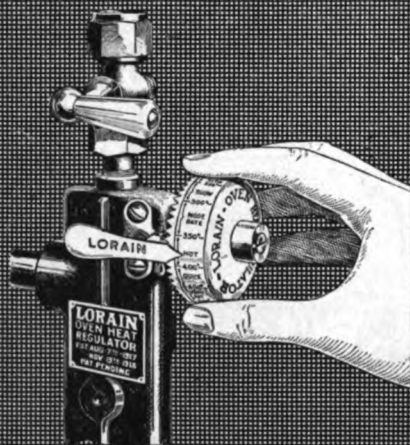
Send me a copy of your new "measured heat" book, also details of your advertising and merchandising plan.

Name

Street

City

State



Measured Heat The Great Forward Stride in Gas Ranges

THIS book contains the wonderful story of a remarkable improvement in gas range cooking and details of the advertising and merchandising plans that will make this the big selling sensation in the gas range field.

The "Lorain" Oven Heat Regulator actually takes "guess work" out of cooking, saves time and labor and enables the housewife to cook an entire meal while she devotes time to other duties or spends an afternoon of leisure.

A device that will improve cooking and save woman's time has the strongest of all appeals. Sales success is certain, for every woman takes pride in her cooking and wants home equipment that will shorten her hours of labor.

Gas ranges equipped with "Lorain" will soon be the popular stoves in your vicinity. We have reason to believe that a real opportunity is offered in this book, for hundreds of dealers are now cashing in on the "Lorain" idea. Therefore we urge you to sign and send the coupon at once.

AMERICAN STOVE COMPANY

Largest Makers of Gas Ranges in the World

65 Chouteau Avenue

St. Louis, Mo.

"LORAIN"

*is found only on the
following gas ranges:*

Clark Jewel—

George M. Clark & Co.
Division, Chicago, Ill.

Dangler—

Dangler Stove Company
Division, Cleveland, Ohio.

Direct Action—

National Stove Company
Division, Lorain, Ohio.

New Process—

New Process Stove Co.
Division, Cleveland, Ohio.

Quick Meal—

Ringen Stove Company
Division, St. Louis, Mo.

Reliable—

Reliable Stove Company
Division, Cleveland, Ohio.

You Must Sell Yourself First

When You Believe What You Say, You Double
Your Vocal Capital—Salesmanship, Like Char-
ity, Must Begin at Home.

EVERY last man (and woman, too, for that matter) in the business and professional world is a salesman. Some are offering goods; others, experience, and still others, service. Part of these people are mighty good salesmen; some of them are fair, being all but utter failures, and still others meet with indifferent success, barely getting by from year to year.

If we examine the statistics of failure, we will be forced to conclude that those in the "failure" class are more numerous than the other two classes combined, while those who come under the head of "out-and-out successes" constitute a surprisingly small percentage of the entire list.

There must be a reason for this—and there is. Some would say there are many reasons and proceed to show by lengthy argument where most of them fall short. But the simple truth of the matter is, that salesmen who do not succeed fail because they have not sold themselves.

Neither you nor I can hope to convince other people of value or quality unless we are convinced ourselves. Unless we are dead certain that we have the goods to offer, the best of their kind for the money, we might as well give up, for in that case business resolves itself into a game of bluff and putting something over on the other fellow, and that never makes for good will, expansion or permanency.

A wise man has said with great truth that "When you believe what you say, you double your vocal capital. When you merely try to believe it, you halve it. When you don't try, but merely say it, and assume the look of a certain fierceness, zero in authority takes on a minus sign.

The Human Voice Is a Wonderful Possession

It distinguishes us from the lower order of animals. Its flexibility, expressiveness and timber vary with different people. Some folks have voices which impress us as being monotonous, colorless and of a somewhat unpleasant quality.

A voice which is timid, wabbly, harsh, nasal, strident, or rasping, tells a great deal about the disposition and business ability of the person who owns it. On the other hand, a voice that is vibrant, confident, full of the joy of living and the belief in opportunity and service, will sell almost anything.

Of course, no one can have such a voice who has not first sold himself and come to believe in what he is offering so thoroughly that he has no difficulty in convincing the other fellow. So there is no getting away from the fact that

"When you believe what you say, you double your vocal capital."

Did you ever think of your voice as being vocal capital, worth quite as much to you as the money you have in the bank? Have you ever stopped to realize that the successful few are those who have sold themselves absolutely and who believe in their proposition as thoroughly as they believe in life itself?

Halfway Belief Cuts Sales in Half

Anybody who only half believes in what he is doing or offering has only half sold himself, and of course his voice will echo his mental reasoning. It may do it unconsciously, but it will do it just the same. You can't exchange 50 pennies for a dollar bill as a straight business proposition, and it is equally impossible to produce a 100% selling voice or manner with only 50% of conviction. It can be done, no matter how good an actor the individual may be. So we can't get away from the truth that "When you merely try to believe it (what you say), you halve it" (your argument).

It is absolutely stupid for any man in business to spend his time trying to do the impossible and the unworthy, and yet a vast number of them do that very thing, and from that class those who meet with indifferent success are recruited. Have you ever stopped to reason out whether you are one who has only half sold himself or not? If you are, you can never hope to do any more than tread water and barely keep your nose above it. You have started out on the wrong track and until you get back into the main highway, you cannot hope to progress toward success very rapidly.

It does not seem worth while to even bother talking about those who haven't sold themselves at all, but who have gone out to do business which they do not have any respect for themselves. Selling talk under those circumstances cannot ring true. It is a case of merely saying or repeating empty phrases or arguments, and nothing better than failure can be expected. Zero is nothing—and that's little enough! But minus zero means that we are in debt—and that's a worse condition still!

As soon as a salesman offers something to others which he knows is valueless or harmful, he has parted with his manhood and is poverty stricken indeed. The great majority of those who fail utterly have not sold themselves at all, and so they were doomed to failure from the beginning of their business career. The waste of it and the pity of it are tragic!

Sell yourself thoroughly and you will sell the other man every time. Salesmanship, like charity, begins at home!

Wake Up, America!—or Our

Hope of the Nation Lies in the

THE ORGANIZATION of the returning soldiers and sailors as expressed in the newly formed "American Legion" at its recent meeting in St. Louis is a move in the right direction for the preservation of those principles for which America has thus far stood.

If one is inclined to question the need for such, let him recall the efforts recently made by the I. W. W., Bolsheviks and Socialist elements to seize the city government and utilities of Seattle and other communities; their recent attempt to murder the officials who were instrumental in convicting the bomb throwers, criminals, anarchists and others calling themselves Pacifists—such fiends do not hesitate to attain their ends—some even seek to justify their crimes by idealistic utterances.

Those who have observed European conditions, who have studied the situation both in America and Europe, realize the need for a determined effort to prevent the overthrow of our present form of government, and the turning over of government activities to the anarchistic elements.

Americanism or Anarchy

This is not a question of politics, and should not be made such. The issue is between Americanism and anarchy, and calls for the support of every true American.

The war is over and real Americans should not hesitate to express themselves emphatically upon such questions when the life of the nation may be at stake.

Such farseeing men as Col. George Harvey, of the "North American Review" and "Harvey's Weekly," and Col. Henry Watterson, of the "Louisville Courier-Journal," have not hesitated to condemn officials of either high or low degree in their respective parties, and that spirit we must have.

We have seen what Bolshevism has done in Russia and other countries. As to the reason for the remarkable growth of Socialism (which is but a parlor name for Bolshevism) in America, the attitude of some of our present officials is considered by many as being in a great measure responsible for it.

A Real Danger Confronts Us

But a real danger now confronts us and the welfare of the nation far transcends that of any party, or of any individual.

Decry these things as much as you will, or say such a thing cannot happen in America, bear in mind the "impossible" has happened many times before, even in the last eighteen months.

Get rid of the idea that these emanate from

a few irresponsible radicals—their number is constantly growing—due to a considerable extent, that "social revolution," so called, is being openly advocated by men occupying high official positions in the United States.

It Is Time to Awake

The business men of a community may be a vital force in forming the right kind of public opinion. They must not evade their responsibilities. Personally, and by bringing to the attention of their local, civic and commercial organization and newspapers, such facts as are being daily manifested, they can do much to counteract the sinister designs of this element.

We must not permit ourselves to be lulled into a sense of false security by pleasing phrases and glittering generalities, which, while sounding well, are designed only to secure the votes and influence of the unthinking and uninformed. Herein lies a great danger. The solid, substantial American has too long permitted socialistic leaders to have a monopoly of publicity methods. As a usual thing, designing politicians have not heretofore occupied high positions and there has been no great need of carefully scrutinizing their words and actions.

The trend in recent years of some of our officials is such as may well cause us to consider whither we are drifting—in fact, how far we have already gone on the Socialist road.

Even when criminals are convicted of the most diabolical crimes, the non-enforcement of law, under the plea of "humanity," "justice," "brotherhood" is of frequent occurrence.

Little or Nothing Being Done

Such attempts as have recently been made, horrify us for the moment, but we are prone to pass over them all too lightly.

As far as the public is aware, little or nothing is being done to effectually stop, or even counteract the Bolshevik propaganda, which continues to increase month after month. "Commissions" with known Socialist or Bolshevik tendencies are appointed to "investigate and report," well knowing in advance what their report will be.

Emboldened by this fact, the anarchistic element regard the attitude of officials as being an acquiescence in, if not an encouragement, of their actions.

The only word reaching the public was the statement in the daily press that the administration was "reading, clipping and filing such propaganda for possible future reference."

If a man threatens your life or property he can be arrested and punished—at least tried and convicted—whether or not he will be really

Sacrifices will Have Been in Vain

Returning Soldiers and Sailors

punished depends upon the executive powers in extending or urging clemency for criminals.

Why then should Anarchists and Bolsheviks be permitted to publicly advocate the destruction of life and property in a wholesale way, under the guise of "free speech" and "liberty of thought."

Why are the Socialists and I. W. W. allowed to publish and circulate through the mails their propaganda, urging such destruction—then merely to be told it is "being read, clipped and filed away."

Mayor Hansen, of Seattle, has said: "If official Washington did not wake up and actually do something, he would resign his office and tour the country" in an effort to "wake up America."

All honor to him and other patriotic men and organizations who have the vision to see the danger, but lack the authority to act.

Has Our Sacrifice Been in Vain?

Patriotic Americans may well ask if this is to be another case of being told that "some gentlemen are unduly excited."

Are we not to learn from past experience, or are we to wait until the anarchistic element is in control?

Who has a better right to utter their protests than those thousands of fathers and mothers whose patriotic sons, responding to the first call, rallying to their country's defense, went to their Gethsemane as a result of a policy of unpreparedness, stupidity and criminal negligence—a policy of egotistical "idealists," some of whom have had the effrontery to glory in the fact, and "thanked God we were not prepared."

When we may again have to sacrifice thousands of the flower of the nation, who are willing to defend with their lives the principles enunciated by the founders of our republic, are we again to be told "with the causes and objects of this propaganda (war) we are not concerned"?

Or perhaps to be informed after it has gained a two-year headway that the "obscure fountains from which this stupendous flood has burst forth we are not interested to search for or explore."

Perhaps you have not been touched by the war—perhaps your lifeblood has not been shed and your heart wrenched and torn.

Perhaps you have not suffered through the supreme sacrifice of those dearer to you than life itself.

Be not so sure but what you shall yet be called, for there will be ample opportunity when the League of Nations is ratified for your sons

and brothers to share in the European conflicts to make the world safe for—WHAT?

Conscientious Objectors and Traitors

When it is necessary for patriotic men and women to protest against the use of executive clemency for traitors—Socialists, I. W. W., Bolsheviks and others of a similar kind, hiding under the guise of "Conscientious Objectors"—is it not time to do some real thinking?

Thousands of them were safely kept in this country, secure from all risk and harm, when a million of our youth have gone into foreign lands, lived in trenches, offered their bodies to be maimed, thousands of them never to return—yet we find these conscientious traitors are restored to good standing, honorably discharged, given full pay, in fact a hundred times better treated than American patriots who were fighting and dying for you and for me.

Is it not time for those fathers and mothers and wives and sisters to vigorously protest against the continuance of a similar policy in dealing with the element that would destroy our American institutions?

Are American principles, freedom and liberty, to be exchanged for Bolshevism? That patriotic men are beginning to recognize the danger is evidenced by Vincent R. McHale, of a local Defense Corps, asking:

"Are we to be lead to believe by the action of certain soft-hearted officials that in future cases of dire necessity when America needs her manpower to fight for the sanctity of our homes and the protection of our wives and mothers, that the reward of those who volunteer or are drafted will be to be sent into battle to suffer and die, while those who are traitors and refuse to fight will be housed in warm, sanitary encampments and given three square meals a day with guards to keep all harm from them until the war is over, when they will be given honorable discharge with full pay?

"That is putting a premium on disloyalty and encouraging the traitor. If you call it justice, is it justice to the loyal soldier who slept in mud in Flanders and went without food for days at a time?

"If you call it equality, is it equality to the 'Lost Battalion,' who, when completely surrounded by Germans with no help in sight, when called upon to surrender, unhesitatingly answered: 'Go to Hell,' to be placed on the same footing with the despicable traitors who, when called upon to fight for their country, answered: 'To Hell with America'?"

It is time that all loyal Americans protest against any action that places these traitors on the same footing as the loyal soldiers.

What are You Paying For

**You Often Pay For What You Need Whether
You Get It or Not**

SOMETIMES we think that we are only paying for those things for which we have definitely contracted, but that is not always the case. Just as often we pay for those things which we need but have not the courage to purchase, and perhaps we pay a much higher price than if we procured the best service or equipment on the market.

There is an old saying that a man pays for everything he needs, whether he ever buys it or not. So what's the use. We might just as well buy and have the use and benefit of what we need, as to pay for it anyway and be obliged to go without the advantage of its help.

**Pay for Cash Register Whether You Install Them
or Not**

The business man who feels that he cannot afford cash registers because of their price, is sure to pay for them over and over in omitted charges, mistakes and leaks. It is far wiser to be up to date and to put in cash registers which will safeguard the financial end of the business, than to run the risk of paying a big price for them and still not have them or their assistance.

The man who does not advertise because he cannot afford it, is helping pay the advertising bills of all his competitors, and usually this amounts to much more than his own straight advertising would do.

When our insurance premiums seem heavy and as though we were paying out a good deal for them and getting little in return, we may be inclined to drop them or cut them down, but we should remember that in the event of disaster or accident, we will pay much higher for those premiums if we do not carry them.

A retail business man faced the need of a new sign, because the business organization had undergone a change and the old sign was no longer descriptive of the firm. The sign was taken down and found to be too weather-beaten to be repaired, redressed and relettered. A new sign, such as our friend wanted, was expensive and he didn't quite see how he could spare the money at this time for it, so he decided to wait.

For two years his place of business was without a sign over his doors or windows. Whenever anyone pointed out the lack, he always argued that he was just going to attend to it, but business had been slow. It got slower and slower, and so it became more and more difficult to put up that sign. It was raised to place at last, but not until it had cost in customers and profits many times what was finally paid for it, for the public had no way of knowing just where that particular business was located, or

what sort of business was done within, unless the window displays happened to be especially suggestive and attractive.

Loss of Trade by Not Displaying Goods

Another business man rearranged his fixtures, disposing by a sale of one old-fashioned show case and wall fixtures. His plan was to move the case and fixtures he already had back, and make room for a large and handsome new unit at the front of his store and near the entrance. Just about that time the war broke out and fixtures went skylarking. He decided to wait. Improvised shelving was put in, which has now done duty for more than two years, and in that time he has a good deal more than paid the extra cost on the fixtures in the loss of opportunity to display his goods and the consequent loss of trade.

What do you need in your business life? Is it more equipment, more capital, more publicity, more help, or what? Remember, whatever you need, you are paying for and you might as well have it as long as you are going to settle the account anyway.

About five years ago, a very progressive business man decided to open up a department in connection with his regular affairs, for the sale of high class bonds and securities. After looking about, he got in touch with a young man of fine character who had had experience in Wall street, and who had also made a careful study of advertising. He had other qualifications in his favor, and everything was decided satisfactorily to both parties. Our progressive friend was rubbing his hands in glee, as he saw increased profits just ahead.

The last point to settle was the remuneration the young fellow was to have. When this subject was taken up he began to hem and to haw and finally made the magnificent offer of \$10 a week with a restricted opportunity for commission. The young man looked at him fixedly a moment, reached for his hat and said: "Mr. Smith, you don't want a man with brains. You want a cheap clerk!" The bonding department was never opened up by Mr. Smith, but another man saw the opportunity, engaged our young friend at a fair salary, and has made a respectable-sized fortune in the short time which has passed. The first man has paid the salary which he refused to give, whether he knows it or not.

Difference in Two Merchants Spells Success or Failure

A retail merchant who is located within a block of a prosperous competitor, is merely paying his bills and living from hand to mouth

from week to week, always in fear that some unexpected circumstance will crowd him to the wall. He never has been able to discount his bills for lack of cash. He runs a one-horse concern. His competitor started with no more capital than he, but he studied efficiency methods, put in the best sort of bookkeeping system, engaged reliable, competent help, and inspired sufficient confidence in his banking institution that they backed him for such money as he needed. He is on Easy street today. He bought what he needed. His one-horse competitor up the street needed the same things—training, skilled help, financial backing. He has paid for them and paid a high price, but he has not had the benefit or prestige of his expenditures. He paid without buying.

What do you need? I say, what do you need? Remember you are paying for it anyway, whether you buy it or not. Digest that fact and then govern yourself accordingly. If you are going to pay, why not buy?

YOU SHOULD HAVE A SUPPLY OF SAND

I observed a locomotive in the railroad yard one day; it was waiting at the roundhouse, where the locomotives stay; it was panting for the journey, it was coaled and fully manned, and it had a box the fireman was filling full of sand.

It appeared that locomotives cannot always get a grip. On their slender iron pavements, 'cause the wheels are apt to slip; so when they reach a slippery spot their tactics they command, and to get a grip upon the rail, they sprinkle it with sand.

It's about this way with travel along life's slippery track— if your load is rather heavy, and you're always sliding back; if a common locomotive you completely understand, you'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly and you have a heavy grade, and if those who've gone before you have the rails quite slippery made, if you'll ever reach the summit of the upper tableland, you'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover to your cost that you're liable to slip upon a heavy coat of frost, then some prompt, decided action will be called into demand— and you'll slip 'way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen, if there's fire beneath the boiler of ambition's strong machine; and you'll reach a place called Flushtown at a rate of speed that's grand. If for all the slippery places you've a good supply of of sand.

AS A SELLER SOMETIMES CONSIDERS THE BUYER

I believe in nothing, neither people nor things; for things are not always what they seem, and people never are. I either know, or I don't know; and what I don't know is numbered among matters not yet discovered.

I know that every man has an axe to grind; that he has a chip on his shoulder; that he is always looking for a fight; that he is loaded for bear, and only wants the shadow of an opportunity to "shoot" himself off.

I know that every man is after me; he dogs my trail like a bloodhound; he camps on my doorstep like the fates of old; he plots my ruin by day and by night; he pursues me indomitably, indefatigably, always.

I know that every man has the best proposition on earth; that his firm is an originator, while others follow; that I am the only one "too blind to see" the opportunity I am offered.

I know that I am a "tightwad," a "bone-head," a "fossil"; I know that I am everything from A to Z and back again; that I am impossible, a "grouch," a "joykiller," a "back-number"; I know that I am this and more, for I am told it daily.

From the Buyer's Viewpoint

I know that I am successful; I know that my business increases year after year; that in spite of the cries and warnings of the alarmists, I am steadily pushing ahead; that while others are dropping by the wayside I am approaching the goal of worldly success.

I know that the best proposition on earth, according to one man's view, may be the worst in the other man's estimation, and that my ends are best served by discounting both.

I know that I am "hoeing my own row"; that I am planting my own seeds; that I am doing the weeding while the crop grows, and when the harvest is ripe I must stand ready to gather a success or a failure.

I also know that the successes I make are because of the other fellow's good judgment (?) and that the failures come from my own willfulness (?).

I know that I don't know it all.
I don't know everything—

"If I knew you and you knew me—

If both of us could only see.

And with an inner sight divine

The meaning of your heart and mine—

I'm sure that we would differ less

And clasp our hands in friendliness;

Our thoughts would pleasantly agree

If I knew you and you knew me."

—Waterman.



Making Fourth of July Window Trim a Business Producer

THE FOURTH OF JULY will soon be around and every hardware retailer will be hard pressed to dig up something new and effective in the way of window displays.

It is as easy as giving change for a dollar to devise a patriotic trim for the occasion, but it is as hard as trying to make one dollar go as far as two to prepare a patriotic window that will produce business as well. It is here where so many hardware merchants fail.

While it may be the correct thing to eliminate the mercenary appeal from Liberty Loan and Red Cross donated windows, nevertheless the same is not expected of the hardware retailer in connection with our national holidays. All such holidays are filled with sales opportunities that can only be capitalized on these occasions, so it pays to "strike the iron while it is hot."

The Hatchet Window

A Brooklyn, N. Y., store conducted by J. J. Snyder & Son., Inc., arranged a window trim that was a pleasing combination of the patriotic and salesmanship elements. A length of wallboard in four sections encased the window at the rear. The wallboard was covered with red, white and blue crepe paper, additional paper being tucked in the top of each section to produce a fan design. Inserted between nails hammered in the wall board were a number of small hatchets, displayed slantingly. In the two center panels came a framed picture of George Washington on horseback, with tiny American flags at the top of the frame. A large hatchet was placed against each side of the picture, while two smaller hatchets were crossed on the floor directly in front of the painting. On a pedestal draped with red, white and blue crepe paper was a large card, painted

with a red, white and blue border. The message was as follows:

If little George's hatchet had been as good as one of these—probably he would have had the tree cut down before his father caught him with the goods.

At each side, room was found for a smaller crepe paper covered pedestal, on which were displayed hatchets ranging in price from 75 cents to \$1.75. Inserted between each pedestal and the card in the center, was a log of wood with a hatchet stuck deep down in the wood.

Not "Made in Germany"

The Fourth of July is now an appropriate time to scatter propaganda germs in favor of America and her gallant Allies. In connection with a window trim of cheap hardware and patriotic novelties with which America could not formerly compete, Woolworths, Brooklyn, N. Y., announced that: "None of the articles are made in Germany."

Japanese Dishes vs. Austrian

Howlands, Bridgeport, Conn., have recently added a line of Japanese dishes, and this was the cue for the justified knock on Germany's foremost ally. They explained that:

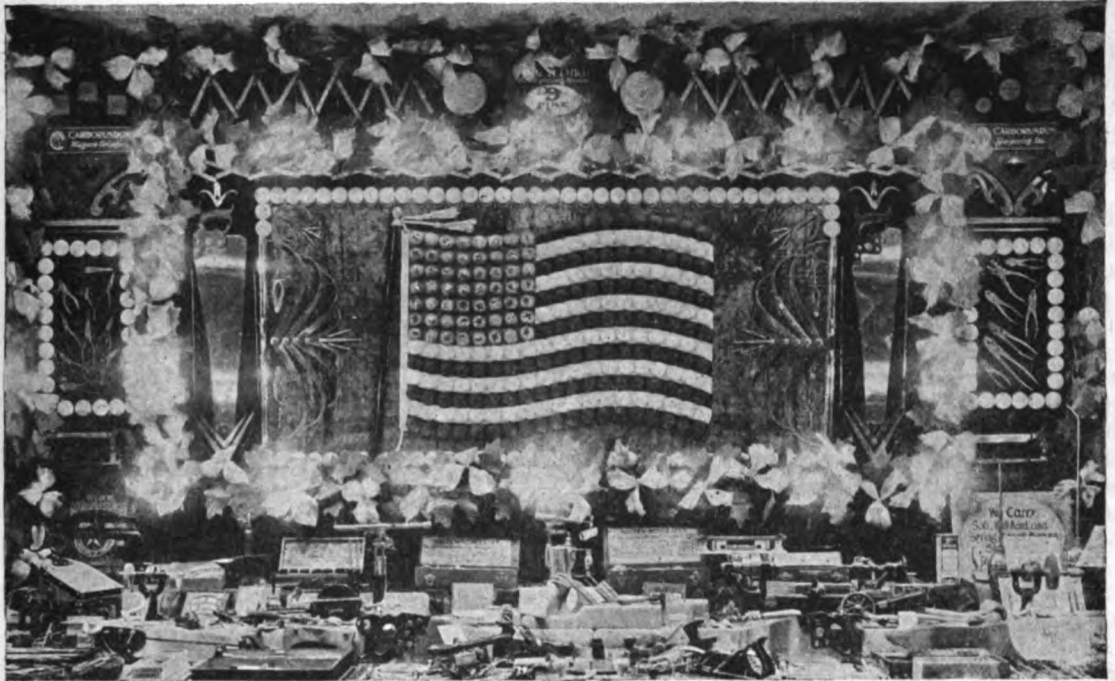
"Japanese dishes far excel Austrian. Nobody will be sorry to not get Austrian china. This from Japan is better."

The Topical Appeal

Last, but not least, is the topical appeal. With prohibition about to come to pass, the New England Co., Bridgeport, Conn., hit the target with:

"The 'Drys' may win, but you can always get a glass from us."

The hardware retailer in search of something different for a Fourth of July window can take his pick of those described in this little article.



A Patriotic Window Display

Full Instructions How You Can Make a Similar One

The window shown herewith was awarded a prize of \$50.00 before the flag was inserted. This is the work of John Hardy, of the Honeyman Hardware Co., whose work is frequently shown in the pages of the *HARDWARE WORLD*.

Mr. Hardy is one of the most expert window trimmers in the United States, and has attained a national reputation.

Every hardware dealer that can should make up this display, it is well worth while.

Here is a description of how to do the work and do it right.

Take a thin sheet of cardboard about 32x42 inches and lay off 13 parallel lines slightly over two inches in width—just a shade wider than the diameter of a cube of carpenter's chalk and give the lines a waving appearance, as shown in the photograph.

Paint the blue field of the flag the same color of blue as your carpenter's chalk and the lines carrying the red chalk the same color of the red chalk. The lines that hold the white chalk do not need to be painted unless the cardboard is of some other color than white.

Leave a strip of white at the extreme left hand side about $1\frac{1}{8}$ inches wide and when placing the chalk commence at the right hand margin of this line.

If you desire a flag that will have a more vivid color than can be produced by using the natural color of the chalk, then secure some red dye and recolor the red crayons. A ten cent

bottle of common washing blueing will take care of the blue field, but it must be diluted slightly with water or it will be too dark.

Understand the colors on the card board must correspond with the colors of the chalk.

Before coloring the chalk it should be drilled with a No. 41 drill, the hole being of a size that will allow a 5d smooth box nail to pass through with ease. See that all white chalk is perfectly clean before placing same. Drill all chalk directly in the center of cube so that it will not have a tendency to tip after it has been placed in position.

Now take your sheet of cardboard and trim the top and bottom of same to the proper width, noting, however, that it is wide enough to accommodate the 13 cubes of chalk so that they will not overlap any of the colored lines.

Do not trim off the extreme right hand end of the cardboard until all the flag has been placed and then with a sharp knife cut off any surplus cardboard that is left sticking over.

Now take the piece of cardboard and tack it on to the background of your window in the position you wish it to stand, then commence in the upper left hand corner by placing your first piece of blue chalk. Working to the right hand always, place a total of eight blue cubes then change to red and place 11 cubes, which will complete the upper line of the flag.

Seven cubes of blue downwards constitutes the blue field, or a total of 56 blues.

To fasten the chalk to the background use a 5d smooth wire box nail, placed through the hole in the chalk and drive the same carefully until the head is flush with the chalk. Use a little care in nailing these and you will not break very many, if any.

All nail heads should be painted the same color as the chalk through which they pass; this painting to be done after all chalk is in position on the background. Be careful and do not get dripping of other colors on the white chalk.

Secure a piece of 1¼-inch half round wood for a flag staff and fasten a wooden door stop at the upper end of same. Paint the staff an oxblood color and gild the door stop. Use some cotton cord for your halyards and for the tassels at the top. In other words, follow the illustration in detail and you will have an "Old Glory" that will fill your heart with pride and be admired by an appreciative public.

The background covering back of the flag is of medium colored green plush.

Don't fail to place Old Glory in your window. If you have no background in your window then try and place it on a board to rest on an easel.

Go to a book store and get a small box of gilded paper stars. In order that they will not curl after being pinned to the chalk, paste two stars back to back to make them rigid and continue until you have the required number of stars (56) to complete the blue field.

Mr. Hardy used but 48 stars, the number of states in the Union, but it left the impression that some of the stars had fallen off the chalk. Not everyone will count the number of stars you use, so it will do no harm.

WHO WAS THE JOBBER?

A hardware jobber, whose name we will not divulge, recently inserted the following advertisement and received the reply given:

"Wanted—First-class, high-grade stenographer; salary no object; this stenographer must get it as fast as I can dictate, and get it right; must be absolutely accurate; must have human intelligence; if you are not crackerjack, don't bother us."

Here is the answer:

"I note your requirements as aired in the newspaper, and hasten to make inquiry as to this strenuous business that takes such an extraordinary stenographer. Your advertisement appeals to me strongly. When it comes to this chin music proposition, I have never found a man, woman or dictaphone who could get to first base with me. I write shorthand so fast that I have a specially prepared pencil with a platinum point and a water-cooling equipment. I run with my cut-out open at all speeds and am, in fact, a guaranteed double copper-riveted, seamless, hand-buffed, hydraulically welded,

drop-forged, and oil-tempered specimen of human lightning on a 45 frame, ground to one-thousandth of an inch. At hot air juggling you have nothing on me. Spare your time and money unless you want to pay at least \$7.00 a week in cash or in its equivalent."

I AM, AM I?

My papers say I am a private.

There is nothing private about me.

I have been questioned and examined by thirty-seven different majors, captains, lieutenants, sergeants and corporals.

I have had to make lists of every job I ever worked at, including the amount of jack received.

I have had to confess seventeen times that I am not married, never have been, have no children and never had any.

My past has been revealed in its entirety more than once.

I sleep in the same room with fifty other men.

I eat with three hundred men, and wash my mess gear in the same tub.

I take my bath in the shower used by the whole company.

I wear the same clothes as five million other men wear.

I have to tell where I want to go and ask permission to go, with the probability of refusal.

And yet they call me—Private—Private!!!
Eh?

Remember what Sherman said!

All right, you tell 'em.

"BUT PEACE IS WORSE"

One of the Pennsylvania subscribers of the **HARDWARE WORLD** is responsible for this:

Darling, I am coming back,
Silver threads among the black,
Now that peace in Europe rears,
I'll be home in seven years.

I'll drop in on you some night,
With my whiskers long and white,
Yes, the war is over, dear,
And we are going home, I hear.

Home again with you once more,
Say, by 1924.
Once I thought by now I'd be,
Sailing back across the sea.

Back to where you sit and pine,
But I'm stuck here on the Rhine.
You can hear the gang all curse,
War is hell, but peace is worse.

When the next war comes around,
In the front rank I'll be found,
I'll rush in, rush in pell-mell,
Yes, I will, like hell, like hell!

Evolution of the Automobile Supply Business

(By John F. Welborn, President Whiton Hardware Co., Seattle)

THE WRITER has been asked the question innumerable times: "How do you find your Automobile Supply Department is panning out?" or "Does your Automobile Supply Department pay?"

In order to intelligently answer this question, it is necessary for us to say that we were the first hardware jobbers in the Northwest to establish a separate department for automobile equipment.

We began in a modest way by placing in stock tires, tubes, blow-out patches, horns, etc., which we knew were staple commodities, and very soon we found we had numerous friends who desired to wish upon us various Jim Crack, Jew Jaws—in other words, attachments for automobiles which had no value but which could be wished upon the unsuspecting public.

Learning by Experience

Remnants of this era of experience and evolution have long since been consigned to the junk heap, and now that we are entering the fourth year of our experience, we are able to offer to the public, lines of merchandise intelligently selected, assorted to the needs of the various car owners and minus that kind and quality of merchandise which we offered in the beginning, and a great many items of which had no real value.

In the early days of the automobile equipment business, the horse was still seen on the streets, the traveling man was still riding in the Pullman sleeper or cracking jokes in the smoking car, and the jobbing house had just begun to realize that the day of the traveling salesman minus the automobile was past. They now realize the automobile is just as necessarily a part of the equipment of a modern jobbing house as the catalog which the man carries. The additional cost of maintenance, up-keep and depreciation has been absorbed in the new alignment of things, and it is as much a source of profit as the truck which carries merchandise.

The farmer has found that to travel to and from his farm by team required an immense

amount of time which he could profitably use upon the farm, and a trip which previously required a full day could be made in the evening, or early in the morning, with an automobile, without seriously hindering the day's work.

Live Hardware Merchants Recognize the Conditions

Also the country hardware merchant, if he is alive to the situation, has reduced his stock of collar pads and horse shoes, and increased his stock of automobile tires and automobile equipment, so that in the readjustment of conditions surrounding his customers who come

from all walks of life, he will be able to offer them merchandise which they require and demand, and maintain his sales and profits as a whole from the added lines, or possibly increase them—rather than suffer a decline which would have resulted had he followed the unwise policy of refusing to be guided by the evolution of transportation.

I well remember a hardware convention held in Seattle three years ago, at which the advisability of adding automobile supplies was discussed by hardware dealers and the majority of them at that time did not carry automotive equipment. On the other hand, I venture to say that at this time there are very few hardware dealers remaining who have refused to catch the spirit of the times and have not added this line, which is just as staple and more profitable than the lines which have been discontinued through the disuse of the horse and wagon.

No Question Now

Three years ago there was some question in the minds of

a large portion of the hardware dealers throughout the country, as to whether or not automobile accessories legitimately belonged to the hardware dealer; whether he could establish a line of accessories as a part of his business, or whether this trade would remain permanently with the garage.

To those hardware dealers, however, who were alert and who sensed the public mind there was no question as to the ultimate outcome of the situation. Automobile dealers and garages



JOHN F. WELBORN
President of Whiton Hardware Co., Seattle, speaks from an experience of several years' selling auto accessories. In fact, as he says, they were the first Northwest jobber to establish a separate department for automobile equipment, a department to which they have given close attention, making a careful study of the business as it pertains to the hardware trade. He not only believes in being alive and alert to new conditions as they present themselves, but his friends, and competitors as well, recognize the fact that he knows an opportunity when he sees it. He advises hardware merchants to give greater attention to automobile accessories, and his institution practices what they preach.

occupy their own position in the field and will maintain it indefinitely.

But if the garage man has made a success during the past few years of his business, he has of necessity added a separate department to his business and handled a stock of merchandise and supplies upon much the same basis and the same sound business principles which the hardware dealer has employed in marketing his goods. In other words, the better class of automobile dealers have absorbed the merchandising idea from the hardware merchant.

On the other hand, the hardware merchant has added to his stock the staple lines of automobile supplies and equipment and made this a permanent part of his merchandise and is building and constructing his future based upon the continuance of the automobile supply department as an integral part of his business.

Still Greater Changes Coming

During the next five years there will be witnessed a still greater change in the conditions surrounding the farmer and the country merchant. The tractor has come to stay and it is being demonstrated that in order to properly manage a large farm, and to avoid being at the mercy of shortage of labor which will continue for some time and perhaps indefinitely—the tractor will be used in part, or wholly to perform the farm labor. To meet this situation, the country hardware merchant will be compelled to still further decrease his stock of merchandise which is even yet used in connection with the operation of the farm under the old principle, and must add to his stock a full and complete assortment of all those necessities which are used or will be used by the farm tractor.

The country merchant and the jobber of automobile equipment, must alike be alert to the new conditions as they present themselves, and be in a position to furnish information and merchandise as required.

KEEP SMILING

Smile, you son of a gun, smile! Never let your face look like a funeral; look like a search warrant.

The bud that cannot blossom dries up in the stalk. Smile, if you have to force it.

When your voice sounds like a benediction, when your face looks like an old lemon, folks are sure to sidestep you.

What you give out you are reasonably sure to take in.

Look for a fight and someone will put a black circle around your eye.

Remember this: The face is more legible than an open book. You can read the face at a distance and get it all at a glance. The book compels you to thumb the leaves.

Smile, you son of a gun, smile!

KEEPING THE GUN CLUB ACTIVE

An active gun club is the only kind which means business for the dealer, therefore the dealer has a major interest in stimulating activity in his gun club, and, by advice and assistance, helping it over the rough spots.

In mutual organizations, like gun clubs, which are operated for the recreation, entertainment and pleasure of the members, and not for profit, a high degree of business organization efficiency is the exception rather than the rule, and in getting the various duties performed the enthusiastic interest of the officers must be relied upon.

Of course, the most important office is the secretaryship, which in many of the most successful gun clubs is held by a dealer or by one of the dealer's clerks. When this is the case, the details of arranging for shoots, supplying shells and targets, getting out advance notices, sending the report of the shoot to the local paper or papers and keeping the records can be looked after in the proper manner.

Upon the selection of the secretary and his continued interest and enthusiasm depends the success of the club, and so long as this is the case, the dealer should look after his interests by arranging for the election of a member who can be counted upon to give the office the necessary attention.

Should the proper man not be available, the dealer should take the office himself, or arrange with one of his clerks to do so. In this way the interests of the members are looked after, the club continues active, and the dealer gets a return in the profits from goods sold to the club and the members—a source of income which would not exist were the club inactive.

A few timely hints on how to keep gun clubs active are offered with the assurance that activity will be very apparent in any trapshooting club where these suggestions are followed:

Select conveniently located shooting grounds.

Hold shoots regularly, but not too frequently.

Limit each day's program to 50 targets.

Do not permit shooting for sweepstakes in the club shoots.

Throw "reasonable" targets. Encourage the beginners by making it possible for them to break a few, at least.

Select club officials who will work for the club with enthusiasm and interest. Don't permit chronic "grouches" to hold office in a gun club.

Arrange for systematic handling of club funds.

Provide a club house, or some shelter, which will protect the shooters during inclement weather.

Shoot ten and fifteen bird events, rather than a twenty-five bird event. In this way the shooters get more for their money.

Have trophy events every regular shooting day. The trophies need not be expensive, but a prize of some sort always adds zest to the contest.

Provide trophies for beginners as well as experts.

In handicapping the object should be to equalize the contest between the expert and the beginners so their chances of winning will be about equal.

Don't permit the offices to be monopolized year after year by a few men. Pass the favors around.

Instill variety into the club events. Poultry shoots, merchandise events, etc., will help keep up interest.

With a little thought and a little attention on the part of the local dealer every gun club will be a "good gun club" and a constant source of revenue. The field is ploughed and planted, why not cultivate it?

A millionaire merchant says: "My success is probably due to the fact that at night I store my mind and during the day I mind my store."

The Incentive to Purchase

Show Your Customers How and Why They Will Be Benefited — Suggestions You Can Use to Advantage

BUSINESS is made up of two main grand divisions. First, there is that part which consists in producing something worthy to be offered for sale; and, second, the equally important part of convincing the prospect why he should buy. Incentives to purchase are various and if we are to sell to others, we will be wise to make a study of these incentives and not leave the matter wholly and solely to chance.

Whatever you have to sell must invariably be offered in such a manner that it will show the other fellow clearly how and why he will be benefited; or some interest of his own will be aided materially. If we talk only of ourselves and our own hopes and desires when we have something to sell, the chances are we will make small progress in a business way.

Incentives to Decision

Most people are selfish, and so a salesman must appeal to the interests of a more or less selfish nature. One of the commonest incentives to persuade people to buy, is the "special sales" method with limited time. This forces many to make actual decisions who would not do so otherwise. They either decide to buy at the attractive price offered or to pass the opportunity up.

Another incentive frequently used is the "limited assortment" appeal. It is a perfectly natural characteristic to want what is held back from us. The child who puts his hand behind his back with something in it, on the playground, finds that the other children are all snatching to get possession of the unseen and prized belonging.

An automobile salesman finding that he was to have a couple of cars come in at the old price before the advance, suggested to some of his salesman that they try to sell those two cars before they arrived. When the wide-awake fellows met at the close of the day's business, ten machines had been sold and there were only two in sight to deliver. This was a larger sale record that the garage had ever shown for a single day, and was as much business as had often been done in a week or a month.

Again, a young city man, finding that he could get a quarter of beef from a friend in the country, decided to pass the favor on to several of his friends, and he sold seven quarters readily out of the one animal—a difficult arithmetical problem to solve! The same plan has been applied to business by offering signed receipts, coupons, premiums, rebates, trading stamps and similar offerings which afford an advantage by reducing the price in some way.

If you or I get a coupon or signed receipt which bears a face value of one, two or three dollars, we are sure to lay that slip of paper carefully aside and to consider whether or not we shall use it as part payment for the suggested purchase. If we do not use it, we are quite likely to offer it to someone else, for we are sure to be of the opinion that it is too bad not to make use of something which has a cash value.

Personal Appeal Is Another Incentive

Personal appeal is another incentive not to be overlooked. The vacuum cleaner salesman who can show that his machine will do better work, remove the dirt from the carpets more thoroughly, save outside help, and last, but not least, save an hour a day of the housekeeper's strength and time, will have no difficulty in making sales to people who can pay the price.

The salesman of musical instruments rarely talks of the mechanical part of that which he offers for sale, for few people have the knowledge or experience to appreciate this. He makes the personal appeal by delighting with a demonstration of the instrument's sweetness and power. He tells how much more contented the growing boys and girls will be with sane, wholesome amusement in the form of music right in the home. He points out that the time is advantageous because prices are not likely to be lower. In short, he dwells upon the personal element in offering his goods.

The retailer who sells face powders, creams and perfumes, makes his advertising tell of increased attractiveness and so the personal chord of vanity is touched. If he has tooth brushes and pastes to sell, he appeals to the personal incentive of good health and mouth hygiene, as well as good looks, and his goods move along rapidly. This line of selling argument is far more convincing than if he talked cheap brushes and cheap pastes.

Still Another Incentive

to buy is the strong human tendency to imitation. The overcoat Brown is wearing may be a good overcoat as far as its service and warmth go, but if it is distinctly old style, there is naturally a desire on the part of Brown to imitate the people about him by dressing as they do.

Salesmen who call upon retailers frequently remark casually that "So and so" and "So and so" (mentioning several competitors) have stocked their goods in considerable quantities, knowing that the men who hear this will not like to feel that they are left out of the deal.

or will not have the same things to offer their customers as those in the same lines as themselves. Sometimes the truth of the statement needs to be looked into, for you know, mistakes will happen.

In the same way, one woman is liable to join a club because her neighbors do, or to go to a bargain sale because she is positive some of her thrifty friends will be there and will make wonderful savings. This imitation may be conscious or unconscious, but it is a powerful incentive to buy nevertheless.

If we see a crowd in front of a store window we make our way as near the glass as possible to see what it is which appeals to the rest, and if we learn that a barrel of cough syrup, or a tank of hair tonic, or a bushel of collar buttons has been sold, we say that the stock must be good or all those people wouldn't part with their money for it, and so we proceed to join the purchasing ranks.

The Appeal to Reason

is a buying incentive used largely in lines of goods which must yield specialized service and prove economical and durable. If we are convinced that a certain kind of watch is extremely reliable, a fountain pen mechanically perfect, or a piece of apparatus highly improved, we give that article, whatever it may be, careful consideration if we are in the market to buy. Very frequently, however, the appeal to reason or logic causes deliberation and so delays decisions.

It often takes an emotional appeal to bring the matter to a head. We may be satisfied that Liberty Bonds are a patriotic and safe investment, but public opinion may be the final lever which helps Jones or Brown to subscribe for a goodly number. Many people appreciate the value and enjoyment of furniture, music boxes, jewelry, furs, silverware, cut glass, or fine bric-a-brac, but it may take the sentiment of the Christmas, Easter or Thanksgiving spirits to accomplish actual sales. Affection, the desire to appear as well as other people, acquisitiveness, sympathy and hospitality, together with endless other emotions, are all factors which go to constitute emotional appeal which will help out the cold reasoning of the plain argument which says: "This article is worth the money."

Unless a customer comes in asking for something and prepared to take it (in which case anyone can pass the goods over and take the pay), it usually requires the pressing of just the right key to help the prospect to say in his own mind: "I want this; I will buy it." The key may be an actual demonstration, an imaginative or an emotional appeal, or even a positive suggestion.

Ambition and Pride

There is a difference between the imaginative appeal and the emotional appeal. I sell

Mrs. Newbride a certain article because "all the best people are using it." In doing so, I have appealed to the emotion of ambition or pride; but if I go to Mrs. Newbride's husband and say to him, "You need new store fixtures because these are out of date and shabby, and if you put in new ones people will be attracted by the evidence of your prosperity and will patronize you more freely," he thinks the matter over and visualizes his establishment modernized and popularized. He figures out whether it will pay him to make the investment, and decides to buy. The appeal to his imagination is what has helped out the logic of better business.

Make Positive Suggestions

Positive suggestion is an incentive to buy not fully appreciated. Do not say to your prospective customer: "If you will take this, you will not be disappointed," or "if you decide on this, it will give you good service," or "should you take this we believe it will give satisfaction," for all such suggestions raise reasonable doubt. It is wiser to remark confidentially (and only handle goods about which you can be confident), "you will enjoy using this," or "this will prove more than satisfactory, I am sure," or "this will give you satisfaction. We guarantee it."

In business you must first have the goods and they must be good goods. Next, you must appreciate the prospect's possible motives for buying or needing to buy. And then, you must know how to make the appeal which will constitute a definite incentive to purchase. To go about business in a hap-hazard, pig-in-a-poke, cat-in-a-bag sort of a way is to court failure.

Know what you want to do and how to do it and success is assured.

TEN GOLDEN MAXIMS

1. Honor the Chief. There must be a head to everything.
2. Have confidence in yourself, and make yourself fit.
3. Harmonize your work. Let sunshine radiate and penetrate.
4. Handle the hardest job first each day. Easy ones are pleasures.
5. Do not be afraid of criticism — criticize yourself often.
6. Be glad and rejoice in the other fellow's success—study his methods.
7. Do not be misled by dislikes. Acid ruins the finest fabric.
8. Be enthusiastic—it is contagious.
9. Do not have the notion that success means simply money-making.
10. Be fair and do at least one decent act every day in the year.

Experience keeps a dear school, but fools will never learn in any other.

China and Silver Publicity

Methods Used by Successful Merchants to Increase Sales

THE SUCCESS OF THE PARTY

To contribute to the success of a dinner party, or of any entertaining function, the hostess must have at her command the correct china, silver and glass for the effective setting of the table. And she must have the proper kitchen conveniences to enable her to correctly prepare and serve the menu.

Housewives who are contemplating entertaining will find many helpful party suggestions in the Parmelee-Dohrmann Store.

Feel free to avail yourselves of the suggestions this store offers.

PARMELEE-DOHRMANN CO.
The House of Housewares

It was with this ad that the Parmelee-Dohrmann Co., Los Angeles, first gained the attention of housewives, when planning their campaign of spring china publicity. They followed it later with a quarter-page ad, at the top of which was the cut of a table set for a banquet, and which read:

ATMOSPHERE

To create that subtle influence, that mental attitude which contributes to the charm of the dinner, and adds to the enjoyment of guest and family, is an accomplishment to which every hostess aspires. Its acquirement comes through a knowledge of how to set the table effectively.

The PARMELEE-DOHRMANN ANNUAL SPRING DISPLAY OF CORRECT TABLE SETTINGS

April 10-16

is planned as a constructive factor from which ambitious housewives may gather helpful and valuable suggestions. We hope you and your friends will come and enjoy this special spring display, which is most original.

PARMELEE-DOHRMANN CO.

A small foot note, appended to another of their ads, suggested:

Come in and get a copy of our latest table book, "The Table as it should be set." It is presented in the spirit of helpfulness to those who are interested in the important art of setting the table correctly by

PARMELEE-DOHRMANN CO.

The little brochure was put up in such an attractive form and contained so many valuable hints on table setting for all occasions, that it was generally retained for a long time, especially by inexperienced young housekeepers, and as it bore the name of the firm, and artfully worked into the pages the suggestion of purchase of many bits of china, silver, cut glass, pottery, and other merchandise carried by the

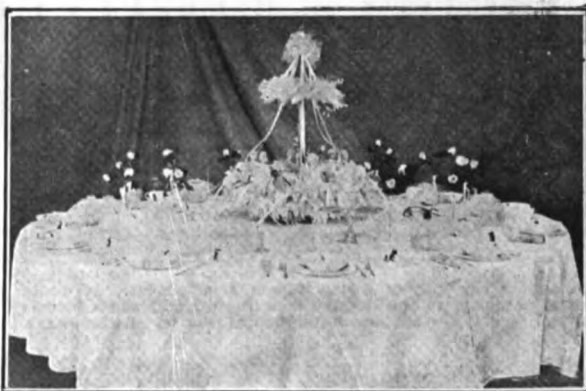


Table set for a children's May party. This display was a wonderful sales bringer.

store, it served as a perpetual advertisement of the P-D wares.

Having aroused interest by the newspaper announcements, the company next employed their most efficient silent salesman—the show window—and arranged therein two of their most attractive spring tables, with a card advising that:

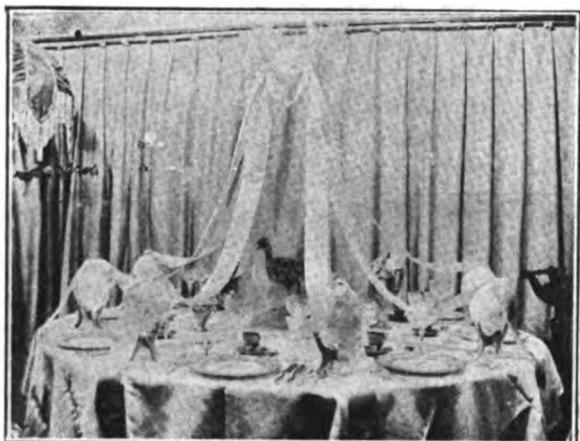
"You never see the best from the outside looking in."

And suggesting that the window-gazer come inside and view the complete display of tables set for a variety of spring functions.

How to Arrange a Table

The first of these tables represented a bridal shower, carried out in white and gold. Suspended over the center of the table by broad bands of yellow ribbon was a big aluminum teakettle, almost veiled in clouds of golden tulle. From this teakettle there extended to the edges of the table alternate lengths of narrow yellow ribbon and rice strung on threads—truly a dainty shower. For the centerpiece there was a gold china dish filled with oranges, bananas and yellow apples, while at each place was a little aluminum teakettle filled with California poppies and tied with a cloud of yellow tulle. The place cards contained little kewpies in black dress coats and high hats, or in white veil with big bouquet. The china was Minton, in black and gold; the glassware gold bordered, and the silver, hammered plate in the Heraldic pattern.

Inside the store the tables, instead of being set in a row, were scattered among a number



An ostrich egg display was a unique arrangement. It would not be necessary to have ostrich eggs in order to make a success of it. But the same ideas can be utilized in similar ways.

of other tables on which were displayed pieces of open stock china, and community plate, thus all who came to see the decorated tables could also see the large open stock carried, from which their own breakfast, dinner or tea services could be replenished.

Another Selling Idea

Undoubtedly the most novel luncheon table was that called the Marine Gardens, which brought back delightful memories of all who had seen the wonderful marine gardens of Catalina. The large square table was covered with a mirror, which exactly fitted the top of the table. On this were scattered a number of handsome sea shells.

There was no tablecloth, but at each place were little lace paper doilies on which were plates of Minton china in green and black; ice tea glasses with long glass spoons; and Georgian silver. Suspended above the table was a board the exact size of the table, the under side of which was covered with moss, and long festoons of asparagus fern; while fastened upside down to the board, was the figure of a diver, and also of half a dozen brilliant red and yellow fish, as well as pebbles and tiny star fish. All of these were reflected in the mirror on the table, and the effect was similar to that of looking through the glass-bottomed boats at the wonderful marine gardens of Catalina or the Bermudas.

There was a children's May party, with a centerpiece of dolls dancing around a gilded May pole. The china was Minton in a black cat pattern, and the silver patrician.

There was a spring table, with a partially open sunshade, veiled in yellow tulle and garlanded with flowers suspended above the table. The china was of Lenox—the same as that ordered for the White House, it being the first time in history that American china has been so honored—in white and gold pattern.



The silver anniversary display was another trade bringing idea which many merchants can utilize in their own displays.

The Silver Wedding Anniversary table was a gleam of polished silver, even the plates being of silver octagonal in shape. The service was of Sheffield silver in Jacobean pattern; while the glassware was of rock crystal, the goblets being priced at \$50.00 the dozen. A silver flower bowl in the center was filled with brilliant scarlet tulips.

There were also tables for a Red Cross dinner, with little kewpies in Red Cross veil; a carnival table, having as a centerpiece the head and shoulders of a clown, made of red and white crepe paper; and a typically California table, with a great ostrich egg, in a nest of pink tulle, suspended above the table, and a young ostrich rising out of a mass of green tulle for a centerpiece.

DON'T FORGET THE CHILDREN

Don't forget the children. Children bring trade to any store. The little ones are most frequently sent out to buy little forgotten things, and sometimes, armed with a written list, quite a considerable bill. A dealer who makes all of the children his friends, has a multitude of walking advertisements—advertisements that advertise. Childhood is especially impressionable, and a retailer must make himself liked by them if he wishes to increase his trade.

If you have never thought of this phase of building up a business, try it out for the next 60 days, and note the effect that it has upon your own trade.

"WILLIAM OR BILL" ALWAYS WELCOME

Herewith we enclose dirty, little, ragged William or Bill to renew our subscription to the **HARDWARE WORLD** for three years.

Little Bill just begged to do this piece of business for he knew we would get more than value received in every issue.

We hope you will treat William nicely, for he is certainly a friend of ours, as well as of yours, otherwise he would not want to help you carry a message to us through the **HARDWARE WORLD**.

GATES CITY LUMBER CO.,

New Mexico.

Charles H. Wohrer, Mgr.

Favorite Jokes of Prominent Hardware Men

Many hardware merchants are known for their quick repartee and ready wit. Many are excellent story tellers. Here are a few told by prominent hardware men. More will appear in our next issue. Send us yours.

WAR ECONOMY?

E. C. Ward, of Marshall-Wells Hardware Co., sometimes relates this:



Mr. Spuffinstein and his little son were walking down the main street the other day, when a large side show poster caught the eye of little Ikey.

"Fader," he said, "give me a nickel to go and see the sea serpent."

"Vasteful poy," exclaimed his parent, "vanting to pay a nickel to see a sea serpent! Here's a magnifying glass, go find a worm."

HE DIDN'T KNOW

W. L. Bilger, of the Seattle Hardware Co., tells this one:

A colored woman brought before a magistrate on a charge of being cruel in her punishment of her boy, asked: "Judge, have you ever been the father of a troublesome nigger boy?"

The judge said that he had not. "Then you don't know nothin' about it," she replied triumphantly.



JOHN F. WELLBORN'S PHILOSOPHY



"Do you ever worry, old man?"

"Never."

"How do you work it?"

"In the daytime, I'm too busy, and at night, I'm too sleepy."

"WE HAVE THE HILL"

Roy Gill, of the Holley-Mason Hardware Co., likes to tell this:

A Londoner and a New Yorker were holding forth on the greatness of their respective countries.

Said the Englishman: "London is the most wonderful city in the world. Think of the Tower of London!"

"We have the Woolworth Building," said the New Yorker.

"Sir," said the Englishman, "we have the flag captured from the Americans by the English at Bunker Hill."

"We have the hill," said the American.



TRUTHFUL COPY

L. C. Scheller, of the Union Hardware & Metal Co., relates this as illustrating the truthfulness of newspaper men:



The reporter was sent to write up a charity ball. His copy came in late and it was careless. The editor reproved him the next day by quoting an extract:

"Look here, Scribbler, what do you mean by this? 'Among the most beautiful girls was Alderman Horatio Dingley.' Old Dingley ain't a girl! He's one of our principal stockholders."

"I can't help that," returned the realistic reporter. "That's where he was."

ONE ON CHICAGO

J. J. Charles, of Hibbard, Spencer, Bartlett, tells this on his city:

The gimlet-eyed man, given to propounding conundrums, sprang a new one on a friend the other day.

"What," he asked, "is three-sevenths of chicken, two-thirds of cat, and one-half of goat?"

It was, of course, given up.

"Well," said the gimlet-eyed man triumphantly, "the answer's Chicago. 'Chi' is three-sevenths of chicken; 'ca' is two-thirds of cat and 'go' is one-half of goat."

Whereupon they threw him out of the place.



IT HAPPENED IN IRELAND

W. D. Simmons, of the Simmons Hardware Co., vouches for this:

A young fellow wrote to a firm in the south of Ireland which was selling razors at five shillings each. This is the style of his letter:

"Please send one of your razors, for which I enclose P. O. for five shillings."

"P. S.—I have forgotten to enclose the five shillings, but no doubt a firm of your standing will send one."

They replied:

"We beg to acknowledge your esteemed order, and have pleasure in sending the razor, which we trust you will like."

"P. S.—We have forgotten to enclose the razor, but no doubt a fellow with your cheek won't need one."



HER DUSKY HOST

R. W. Shapleigh, of the Shapleigh Hardware Co., says this is typical of the negro:

The colored elevator girl gazed curiously at the service pin on the waist of her passenger.

"Is yo' husband in France, lady?" she finally inquired.

Passenger (blushing furiously): "No. This is for my sweetheart over there."

"Tee-hee! O Lawdy! If I wore a star fo' every beau I had in France, I'd look like de Star-Spangled Banner."



TRANSFORMATION

Thomas D. Honeyman, of the Honeyman Hardware Co., gives this as an actual fact:

A lady told us a true story of a soldier's wit—that a soldier in hospital on recovering consciousness, said:

"Nurse, what is this on my head?"

"Vinegar cloths," she replied. "You have had fever." After a pause.

"And what is this on my chest?"

"A mustard plaster. You have had pneumonia."

"And what is this at my feet?"

"Salt bags; you have had frost-bite."

A soldier from the next bed looked up and said: "Hang the pepper box to his nose, nurse, then he will be a cruet."



Pushing Paint in Post War Days

Methods Used by Successful Merchants

NOW that building restrictions have been removed, people will feel more free to make the improvements that they planned. This will mean a healthy demand for building materials in general and paint in particular, so the hardware retailer should see that the rightful share of this peace business comes to his store.

The Beau Comparison

Humphreys, Rochester, N. Y., shuns the obvious in his advertising as he would the plague. His original contribution to the "Paint Up" literature is the following window card:

No girl would try to catch a Beau unless she first "dolloed up."
You can't expect to find a buyer or tenant for your house unless you keep it slick and clean. Use a good paint from us."

A Clever Effort

Another dealer, J. L. Phelps, appeals to landlords with a window card that spells his name by reading the first letters on every line:

Paint
Helps
Energetic
Landlords
Provide
Satisfactory homes.

You might try such an acrostic with your name. At the same time this retailer does not neglect the housewife, for whom the following effective card is intended.

Kitchen Floors, to make easier the work for wife or maid, should be kept oiled or painted, whichever is suitable for the wood or the desire of the housewife. May we advise the proper treatment?

Varnishing the Redwood Tree

Recently an industrial exposition was held, so the F. F. Van Hoesen Company was represented with a booth. The principal feature of their demonstration was a California redwood tree, the trunk of which was painted with their varnishes in piecemeal fashion in order to permit of as many demonstrations as possible. Tickets for the exposition were offered to any person calling at their store and asking for them.

Welcoming the Returning Soldier

No paint advertising at the present time is complete without a reference to the homecoming soldier. Colby & Ament Company had a timely announcement on the subject, as follows:

When Your Boy gets back—
How it would please him to find his own room newly painted and papered. We are ready to assist you in planning the happy surprise.

Plain Van Deliveries

The Albert E. Hall Company, Springfield, Mass., find it advisable to deliver their paint and varnish orders in a plain van. The reason for this is that the store has a reputation for being the cheapest establishment of its kind in the town. Many people would patronize their store, only they are deterred by the fear of lack of prestige, if the fact got to their neighbor's ears. So every announcement carries the information that:

Our deliveries are made in a van with "No Signs," so that the neighbors will not know you are trading at the cheapest store in the town.

A soft seat for a hard job soon becomes an invitation to go to sleep.



Toys and Wheel Goods in the Hardware Store

PRESIDENT ELLIOTT has requested I fill Mr. Harter's place in his absence, and add to my subject "Crockery and Glassware." Crockery, wheel goods and toys, in the retail hardware store, are desirable to round out the business, fill out the volume, swell the profits and reduce the overhead.

If local conditions justify and you have the location, floor space, sufficient capital, proper help, patience for detail, by all means go into these lines, where both profit and pleasure await your successful efforts in supplying the wants and tastes of the ladies and children of your community.

Wheel goods and toys are true seasonable goods, especially toys. Nine-tenths of the total sales coming in November and December, giving the hardware merchant a "place in the sun," and a show at everyone with money to spend during the holiday period.

There is a straggling call for toys all through the year with a little increase about close of school and beginning of vacation time. However, as a general rule, it is not profitable to devote any considerable space to toys or wheel goods out of their holiday season.

Crockery and Glassware Very Important

Crockery and glassware are very important lines and must be given much more serious thought and effort as they are, so to speak, a continued story.

For instance, if you sell one of your good customers a dinner set of Haviland china, you are under a moral obligation to carry the pattern in open stock. You may not play fast and loose with patterns and decorations in dinnerware or glassware without losing your customers' patronage. Like the builders' hardware lines, the china, crockery and glassware business is an exact science to the merchant who masters it and the "third degree" to the merchant who trifles with it.

There are two distinct branches — one embraces the family trade and the other the hotel and restaurant trade. It is not advisable for the small dealer to undertake hotel and restaurant trade.

It is quite important to estimate carefully the amount of capital necessary to fit the location, competition and population one proposes to serve. As a rough or general estimate, I suggest the following amounts per 1000 population served, toys and wheels goods \$100 to \$200. For crockery and glassware, depending on the wealth and culture of your community, from \$300 to \$1000 per 1000 population.



J. R. WESTBROOK

Of the Franzen Hardware Co., Riverside, knows what he is talking about in advising hardware merchants to give more attention to toys and wheel goods, as well as crockery and glassware.

Mr. Westbrook not only speaks from a successful experience as a retail merchant, but as the result of many years' observation and study of the hardware trade, representing, as he did, one of the largest jobbers in the country.

He has no connection whatever with the manufacturing or wholesale end of the business now and has at heart the welfare of the retail merchants everywhere. He puts into effect in his own retail business the very things he advocates.

street this morning and he had an impediment in his speech." "A deaf and dumb man with an impediment in his speech!" exclaimed the father; "Don't talk nonsense, Lancelot." "But he had, father," insisted the boy; "one of his middle fingers was missing."

Don't be a "slacker" on the job—"volunteer" your best efforts.

A PROSPECT FINDER

W. H. Covan, a hardware and implement dealer of Delhi, N. Y., secured a good list of pretty definite prospects by sending out the following letter to a selected list:

"My Dear Sir: Mark a cross (x) before each item that you are going to buy this year, return the list to us in person, and receive any 25-cent article in our store free. The following are some of the many things we wish to call your attention to:"

And then came a list of many articles in Mr. Covan's stock.

This is an inexpensive stunt that you could likely use with profit.

"Father," said the sharp small boy, "I saw a deaf and dumb beggar in the street this morning and he had an impediment in his speech." "A deaf and dumb man with an impediment in his speech!" exclaimed the father; "Don't talk nonsense, Lancelot." "But he had, father," insisted the boy; "one of his middle fingers was missing."

Selling Suggestions for Successful Salesmen

Would You Increase Your Paint Sales and Profit? Here Are Ideas Worth While

(Address of George F. Hunt, of the Brininstool Company)

THE ART of paint making in one form or another is indeed an ancient one and dates back to a time before the Christian era. An exact record of the origin of paint in the form in which it was first made has apparently been lost in antiquity, but the Chinese are credited with having first produced white lead by a process of slow corrosion about 300 B. C. The vehicle, or liquid thinners, used by them are not definitely known to us, but probably included both Tung oil and an oil crushed from poppy seed, both of which are still in use today. The former, generally termed China wood oil, is very extensively used in the manufacture of both paints and varnishes, while the latter, poppy oil, not so well known, is employed principally for grinding the finer grades of artists' tube colors.

The first paint maker in our own country was the American Indian, but his efforts were directed almost entirely to producing paints for personal decoration. Resorting to the earth itself for supplies of raw material in the form of pigments, the Indians ground colors by hand, using two stones, one flat and the other round, and produced in crude form what is commonly known today as Venetian red, ochre, siennas and umbers.

The Japanese were the first to produce a transparent or semi-transparent coating in the form of varnish and they used this material for decorative purposes and as a preservative on bric-a-brac and art objects of both wood and metal. This coating was first known as lacquer and in certain forms is still used, but latter day genius and research has resulted in the manufacture of varnishes in various forms and comprising numerous grades, some of them a direct outgrowth of the original Japanese lacquer.

Since the early days referred to almost every civilized nation has had its part in originating, producing and improving upon the first crude paints and varnishes, but it was not until about 1860 that the manufacture of mixed paints—machine-made paints in prepared form, ready for use—assumed proportions worthy of note in the United States.

Prior to then, white lead, linseed oil and colors, mixed by hand or rule-of-thumb, was the paint generally used by all consumers. Available statistics indicate that in the year 1865, at the close of the Civil War, approximately 100,000 gallons of paint in ready-prepared form was manufactured by American paint makers.

The principal difficulty met with in marketing this product was the prejudice in favor of old-time methods, but by steady improvement in the paint itself and by the gradual acquirement of knowledge and a better understanding and appreciation of values, an enlightened people have adopted prepared paints in every form and the paint industry today, including its kindred lines, stands sixth in value of production among United States industries. In 1865 the total gallonage of manufactured paint in our country was numbered by the thousands, while now it is a matter of record that hundreds of millions of gallons are made and sold annually.

While this brief reference to the origin and history of paint making may be interesting to you, it is my intention to refer particularly to the sale of this commodity from the standpoint of the dealer, especially the hardware dealer—yourself—rather than to dwell on the origin, method of manufacture or relative quantity production.

We know that mixed paints, including the specialties which go to make up a complete line, have gained

a very firm place in modern merchandising and are in constant demand everywhere.

There is more need for paints today than ever before and if the ultimate consumer can be awakened to his or her responsibility by progressive sales methods on your part, backed by the cooperation and promotion work of the manufacturer whose line you distribute, it is reasonable to assume that your sales of paints and allied lines will grow to a much larger volume than at present and as it is the constant endeavor of all of us to build a bigger business any helpful suggestions should not be unwelcome.

I realize that every one of you gentlemen know your own business as a whole and are more familiar with its possibilities of development than I am, but if I can help you sell more paint by suggesting certain activities or a partial change in sales policy on your part I will have accomplished something worth while for us all.

Paint an Essential Commodity

The fact that many hardware dealers regard the paint end of their business as more or less a side issue is perhaps the real reason why a greater interest is not taken by them—an interest that must inevitably result in increased sales and cumulative profit. Paint is an essential, just as much so as the various lines of hardware you sell.

Without paint, buildings deteriorate rapidly and their decay means loss to a greater degree than if they are well preserved by the frequent application of paint, to say nothing of appearances. Paint is both preservative and decorative and thus fulfills a dual mission.

The attitude of the individual dealer toward the paint proposition has a great deal to do with successful selling. If your paint line is considered a "side issue" and the stock kept in the background, in some instances badly arranged and poorly displayed, if displayed at all, your customers and prospective customers will, before long, acquire the same mental attitude toward your paint department as prevails with you and in that event will probably look elsewhere for their paint requirements.

In the dealer's store where paints are made a prominent issue and where the stock is prominently and attractively displayed and the advertising features supplied by manufacturers are made good use of and, above all, where the proprietor himself and his employees take a genuine interest in that division of the business, paint sales are bound to grow.

As a result, the paint department will, in due time, depending to some extent on local conditions, become a real asset to the business, a profit maker not to be overlooked.

In this connection the many good lines now on the market—specialties, in a sense, but all contributing to round out the line as a whole—including interior wall paints, automobile finishes and enamels, colored varnishes under various trade names and household finishes of many kinds and for various uses, should be prominently featured. These articles, put up mostly in small containers, represent a considerable "pick-up" trade and their sale carries an attractive and satisfactory profit.

During the spring—right now—a well arranged display of these lines in the front of the store, with screen paint, stove pipe enamel, varnish stains, floor paints, porch furniture enamel and other sundries, will attract the attention of the women at housecleaning time.

In many instances the sale of the sundry lines will lead to painting on a larger scale, perhaps of the whole house, either outside or inside, or both, or of the garage. It frequently happens that once you get people started painting they will carry it much farther than they had originally intended, hence the broad possibilities for increased sales through well placed displays.

Speaking of Profit

I am confident that you will all agree that paints and varnishes carry a profit commensurate with the investment and sufficient to make the paint department well worth while. Indeed, many of the paint and varnish specialties now on the dealer's shelves pay him a far greater return than any other items of merchandise handled.

While it is true that mixed paints carry a smaller percentage of profit than the other lines of paints which are included to make up a fairly complete stock, nevertheless the profit on the line as a whole is satisfactory and in these somewhat uncertain times, when the cost of all merchandise has advanced frequently, the dealer who marks up his stock on each advance to the proper resale level, will derive an additional return from stock on hand without working an injustice to anyone.

The necessity for following the market trend is made manifest by the fact that your present stock cannot be replaced at former costs and therefore advances should be followed by a proportionate increase in the retail selling price and should be strictly adhered to.

"Count that day lost whose low descending sun sees prices shot to Hell and business done for fun."

Use Care in Selection

Granting, then, that paint well displayed is half sold and that the profit is amply sufficient to warrant more than a passive effort in selling paints, it is essential to the success of this department that a careful selection of the line or lines handled be made. The most successful and best satisfied dealer in paints and varnishes is he who sell the greatest volume on the smallest investment, with no dead or slow moving stock on hand and no sales missed because of short stock.

I have had the pleasure recently of calling on a number of you and in many instances have noted a rather chaotic condition in the paint department. On some dealer's shelves are to be found two or three brands of mixed paints, one or two different makes of floor paint, still another manufacturer's line of wall paints and in addition anywhere from six to a dozen varieties of specialties, many of them duplications.

I do not presume to question the wisdom on your part of carrying such a miscellaneous line and there may be good and sufficient reasons for this wide variety in certain instances, but it has been my experience in buying and selling paints during many years that the most successful dealers are those who confine their stocks to as few brands as possible, concentrating their efforts on one manufacturer's line and pushing that to the utmost.

A uniform label is insurance against overstocking and with the complete lines offered by manufacturers today the dealer has but to satisfy himself of the quality, salability, profit and good value of one of the many high class makes of paint on the market and then confine himself as nearly as possible to that one line. The reputation of the manufacturer—a trustworthy label—is the surest guarantee of quality in the can.

Don't Duplicate Shades and Colors

Once you have determined the brand of paints and sundry lines to be carried, care should be exercised in building up a minimum stock, without duplications but sufficient to enable the customer to secure promptly the

amount of the particular shade asked for on an average.

Our records indicate that a very great percentage of all sales in any line is on a comparatively few shades. A multiplicity of similar shades on color cards of practically the same product in more than one make results only in odds and ends of some of them, a greatly increased investment on your part and accordingly decreased profits thereon. We strongly recommend that the dealer stock, in proper sizes and quantities, only the popular and quick-moving colors.

In selecting his stock the dealer should be governed by the volume of his annual sales of paints and a quick turn-over is not only most desirable but is also the surest road to maximum returns. When buying your stock you should be reasonably sure of quick and ample outlets for this merchandise.

If your purchases are too heavy on certain items in order, perhaps, to obtain exclusive sale or a long dating or some similar concession, you will realize at inventory time the fallacy of this kind of buying.

The overstocking of dealers is being discouraged by reputable manufacturers, for they know that goods sold on this basis are not properly sold and there is usually a "comeback" in the form of a dissatisfied and overstocked dealer. It is to the manufacturer's interest to do everything possible to have his goods move from the hands of the dealer as quickly as possible and dead stock on the shelves is a credit to no one and ties up a lot of capital that will be unnecessarily slow in producing profits.

Display Your Stock—Use Advertising Matter

Next to the careful selection of stock and the confining of it to as few brands and colors as will satisfy the wants of your customers comes the need for a systematic and accurate display and distribution of all advertising matter furnished by manufacturers. Until recently there has been a tremendous waste of paint advertising in all hands, but the action of the War Economy Board in obliging manufacturers to curtail many features is a step in the right direction and the cooperation of dealers will assist greatly in conserving resources and securing a more profitable return.

This does not mean, however, that there will be any lack of necessary advertising matter, including color cards and other items and the dealer is urged to make the best possible use of all advertising displays supplied him. Most of the paint advertising furnished dealers is very attractive and makes it easier to brighten up the store and windows, while at the same time it serves its useful purpose in promoting paint sales if consistently used.

Advertising Matter Under the Counter or in the Back Room Does Not Help

anyone, but if displayed in the windows and used in the store it is a mighty force in making sales. It is a silent salesman for the goods that you perhaps have no way of knowing your customers may want at the time of their call and often serves as a reminder. Do a little extra advertising yourselves, also, through your window displays. Let the people know that you are in the paint business and make a noise in your newspaper ads if you do local newspaper advertising.

A Good, Enthusiastic Paint Clerk a Real Asset

One of the most potent factors in the successful selling of paints by retail dealers is to get the boys in the store enthused over the line and, incidentally, educate them to a thorough understanding of the uses of the various paints, varnishes and specialties carried.

One good paint man in a retail store is a real asset and will do more to promote the dealer's paint business than half-a-dozen clerks lacking interest in and knowledge of the lines they are employed to sell. An intelligent clerk does not need to be a paint expert. If he is urged by his employer to take a special interest

in the paint department and is given charge or supervision of it, good results will usually follow.

The education and training of employees is of vital importance to the success of any business and a man in your employ who possesses a fair working knowledge of paints and their uses is a valuable factor. If one of the boys is encouraged to take hold of the paint end of your business and make it a personal interest because of his liking or adaptability for this line, increased sales will surely result and to him can be referred the paint customers, actual and prospective.

He can also keep in touch with customers who expect to paint or who may be convinced that painting should be done and thus promote sales and round up many prospects, turning them into actual paint buyers. A live mailing list and systematic follow-up will also be of service in this connection.

Why Is There "No Money in Paint"?

Occasionally some dealer declares that "there is no money in the paint business." The fact is that paint is not much different from any other line of merchandise. It requires energy and ability to remove it from the shelves and make it carry a profit. It requires analysis of the paint needs, not only of your actual customers, but also of all possible customers in your locality.

Success in the paint line, as in other lines, necessitates that you should be known as the leading paint dealer in your neighborhood. Before the end of the war a representative of one of the leading paint manufacturers remarked that although there are many problems confronting the paint and varnish makers there was a feeling among some of the dealers that their problems were even greater, because in the retail business the effects of the price situation, the falling off in building at that time and various other conditions, were noticed and felt at first hand.

Paint Possibilities Are About Us

There is no doubt that paint possibilities are all about us, and if some of them disappeared temporarily they will surely now come back two or threefold. As ample evidence of this there are now under way three distinct movements, two of them relating directly to the sale of paints and the third one aimed to promote the sale of building materials and give employment to labor in general.

I refer to the "Save the Surface" campaign, conducted by the educational bureau of the Paint Manufacturers' Association, for which \$100,000 annually has been subscribed for five years to be used in promoting the sale of paint through the dealer; the "Clean Up and Paint Up Campaign," now in its seventh year, and a very potent factor in forwarding the use of paint, and the Government's timely propaganda, "Build Now!"

All three movements are being given wide publicity and the dealer will derive direct returns from all these sales promotion and educational efforts if he links up with them. National publicity of this sort, to be cashed in on by the dealer, must be taken advantage of by cultivating your own local trade and by identifying yourselves individually with these movements. They are designed to help you sell more paint in particular and merchandise of all kinds.

The general plan followed in the two campaigns relating directly to the sale of paint is to advertise painting to the public, principally through the medium of magazines and newspapers, also by other direct means, care being exercised that no particular section of the paint industry shall be featured, but rather that all shall benefit.

The public will be informed as to the value of and necessity for painting and will be urged to buy through the dealer. The "Own Your Own Home" movement should not be overlooked in this connection, as the individual owner will do more to preserve and

beautify his property by the timely use of paint than the man who rents of another.

Country Behind Normal Building

We are launched upon the reconstruction period following the end of the war, but on account of building restrictions which, fortunately, have now been lifted, the country is from one to two years behind in its normal building program. A statement issued by the United States Department of Labor and recently published indicates that the increase in building permits since November insures a more or less rapid return to normal activities. In November the building permits were 6% of normal, December 10%, January 20% and in February from 35% to 40%.

It is further stated that the contracts let in February, 1919, when proper allowance is made for the difference in the value of materials, were 79% of the average for contracts let in February during the past five years. This is a most encouraging sign of the times and if the ratio is maintained, which we have every reason to feel will be the case, the demand for paints will increase by leaps and bounds and it will not be long before we are enjoying greater prosperity than ever before.

Cooperate to Help Keep Business Active

It would appear to be a short-sighted policy indeed for either the manufacturer or the retailer not to exert his utmost effort to make things move and to devise new ways and means of keeping business not only normal, but on the increase. The business of the country must be made to progress as rapidly as conditions permit. The paint and varnish industry has suffered as the result of circumstances beyond its control, but it is too big and vital a factor in the commerce and welfare of the country to suffer for long, for it is based upon the principles of conservation and economy.

Paint and its kindred lines are essential commodities and must be used. The Government itself testifies to the necessity and importance of the industry through its purchases of enormous quantities of paints and varnishes for preserving and protecting its property of every conceivable description, from shells to ships, thus proving the indispensability of these products. The situation in the recent past was somewhat serious, though not as doubtful as some dealers had thought it to be who had lost interest because of slackened sales. All lines of retail business were suffering to a certain extent from conditions due to the war, but now is the time to redouble our efforts.

A few dealers who decided to close out paints and varnishes either temporarily or for all time probably would not have reached this decision if they had taken more interest in their paint department instead of feeling that they were selling paints as a "side line," which might be lightly passed up. The fact remains that about 75% of the country's buildings are paint-needy and although the dealers' paint business was greatly curtailed last year on account of restrictions on new building these restrictions have been removed and in addition there is a vast amount of repair and upkeep work to be attended to, all of which requires paint in one form or another.

Business is now becoming brisk and those dealers who are featuring paint with their trade will soon reap the benefits of their sustained efforts and will enjoy real prosperity. In California and the South, where painting is carried on all the year around and is not confined to the Spring and Fall seasons, as in other sections of the country, there is an almost unlimited opportunity for the sale of paint and the retailer enjoys greater opportunities for its continuous movement than the merchant located in the North, Middle West or East. From an economic standpoint, as well as in his own interest, it behooves him to urge the use of more paint to preserve and beautify the buildings now in existence, the neglect and decay of which means an enormous annual waste.

One Merchant's Experience

To those hardware dealers who do not carry paint, or who stock it in only a limited way, it will be of interest to relate the experience and to record the conclusions of a prominent local hardware dealer, one who has been in business many years, but who never carried paints until a few months ago. While calling on this dealer recently I was prompted to enquire what his present attitude toward the paint end of his business was after having remained out of it so long. He expressed himself as well satisfied with his progress, profit and sales to date, taking into consideration the fact that he had to establish and build up a trade in a commodity with which he had not been identified heretofore.

This dealer stated that since establishing a paint department he was surprised to find that he had overlooked or disregarded a line of merchandise that so admirably fitted in with his general business and that his sales, in spite of conditions with which we are all familiar, were amply sufficient to warrant his best efforts. He concluded by saying that "he had remained out of the paint business a long time, but now that he had taken on a complete line of one make he realized the possibilities of increased sales and would continue to make paint a prominent feature."

This dealer's experience is similar to that of many others and is cited to indicate the value of a well regulated paint department and to further encourage the trade as a whole in the distribution of more paint. The sale of paint draws trade in other lines to the dealer's store, trade which in some instances might go elsewhere where more diversified lines or more complete stocks of hardware and other building materials are carried.

Conclusions Summed Up

The conclusions which may be drawn from a brief discussion of the subject of selling paints at retail are limited only by the friendly disposition of the hardware dealer. I venture to state that those among you who analyze carefully the possibilities of developing your business along all lines without reservation as to any one of them realize that paints offer an opportunity for increasing your sales and if the few suggestions I have made, suggestions embodying the featuring of paints prominently in your stores, confining your stocks as nearly as possible to one line, following the market in respect of establishing selling prices based on current costs, making the best use of advertising matter and placing window displays at regular intervals, the training of employees to know and sell paint, identifying yourselves with the three big movements, national in scope and effect, now under way, are acted upon whole heartedly, you, the dealers, and we, as manufacturers, will benefit in an ever increasing degree.

The present time is advantageous for a general clean-up of paint stocks and for the regulation of this department more or less along the lines suggested so that we will all be better organized to reap the harvest of business now beginning to materialize.

DON'T STOP

When someone stops advertising.
Someone stops buying.
When someone stops buying.
Someone stops selling.
When someone stops selling.
Someone stops making.
When someone stops making.
Someone stops earning.
When everyone stops earning.
Everyone stops buying.
Keep Going!

The only good that grouches do is to show how much better pleasant folks are by comparison.

TWO ROADS IN LIFE

There are two roads in life. One leads to a quagmire of nothing; the other leads to success—all of us want the right road.

One of these roads will find you empty handed at its end—the other will find you with sufficient to brighten up even the rainiest day—with war savings and thrift stamps working for you at more than 4 per cent interest.

In doing a little reading recently I found these few maxims for those who save and am glad to give them out to my friends for what they are worth to them.

Spendthrift Road

"This is one on me."
"One more of the same."
"Lend me five."
"Charge this."
"Here, boy."
"Where do we go from here?"
"Let's have another round."
"You can go home any time."
"I can't be bothered with small change."
"The sky's the limit."
"I'm paying for this."
"Don't be a piker."
"It's all in a lifetime."
"More where this came from."

Thrift Road

"What is the price of this?"
"One will do."
"The walk will do me good."
"No, thank you."
"I can't afford that."
"Give me your best price."
"I'll carry this."
"I need the money."
"I promised my wife."
"Let me pay my share."
"I can get along without this."
"I'll get it as I need it."
"Is it worth seeing."
"A penny is as good in my pocket."
"This is what I got for my money."
"I could, but there are more necessary things to be taken care of first."

Reveller—D'ye know—I'm Scotch on my father's side. Jock—Are ye sure it was no' on yer father's sideboard?

EXPECTS TO OWE CONSIDERABLE MORE THAN HE PAYS

In enclosing our subscription for three years, we want to tell you we received considerably more than the cost of one year's subscription out of your last issue, and at that rate we will owe you considerably more at the end of three years than the amount we are enclosing.

The HARDWARE WORLD seems to us to be a necessity to every retail merchant, and we don't understand how anyone can do business without it.

JOHN W. GARRETT.

Loose Methods Invite Dishonesty

"A Bad Padlock Invites a Picklock"

IF IT IS worth while putting a padlock or a lock of any kind on one's garage or residence doors, or upon one's money and business books, it is surely worth while that such protection be the very best kind which can be obtained, for a poor lock or a poor system will not keep out rogues and knaves, and honest men do not need such precautionary measures taken against them.

To put it briefly, a lax, loose method of any kind invites carelessness and dishonesty. A case of this kind came to notice in which small leaks amounted to large sums.

In a certain retail business, the day's sales were deposited to a penny each morning, and all payments made out by check. The bookkeeping system was reasonably accurate, and the business on a whole conducted about as well, or a little better than the average, yet for the accommodation of customers, a box of postage stamps was kept. Presumably there were \$10 in stamps or cash in this box at all times, but when it became necessary to replenish the stamp supply, it frequently happened that there was inadequate money with which to do it.

The excuse was usually made that there had been an error in change, or that part of the stamp money had been put into the regular day's receipts, or that store letters had used up part of the stock on hand. This was especially true at the beginning of the month, when statements were sent out. The stamp capital was replenished from the petty cash account, and it was done so easily and so much as a matter of course, that the stamp drawer soon came to be regarded as more or less of an open pocket.

In the course of a few years many hundreds of dollars sifted through this hole in the bottom of the system, and an employee who was somewhat weak naturally, yielded to the temptation of frequent levies upon this easy money. The poor padlock had been too much for him. Finding that his petty pilfering passed undiscovered, he fell before larger temptations which proved his undoing.

Advantages of Cash Registers

When cash registers first came into common use, there were some employees who objected to them on the ground that they themselves were honest and needed no mechanical detective to keep track of their transactions; but the wiser men welcomed the innovation which prevented inaccuracy, the tendency to overlook making prompt charges, or giving credits, and instead of looking upon the device as an enemy, regarded it as a friend—in fact, as a testimonial to their own efficiency and exactness.

There is far more pleasure in doing any

kind of work and doing it well than in performing it in a half-way manner. If records, money or property are kept in an easy-going fashion, there is sure to be a day of accounting sooner or later when it is exceedingly uncomfortable; but if everything is balanced up, the bank account reconciled with one's own facts and figures, entries made when they should be, and everything kept shipshape, there is a keen satisfaction in the game which can never be realized otherwise.

A successful financier was wont to say that, as a rule, a poor man was usually poor all the way around. Certain it is that a bad padlock of any kind invites carelessness, waste and dishonesty.

Play ball! And play for all you are worth! This is the day of serious endeavor, of earnest effort and exact knowledge of all one's business details.



FORD OWNERS' LIVE EDUCATIONAL ADS ON CORK INSERT

Have you noticed the interesting illustrations in the recent Cork Insert consumer ads? The appeal has been very educational in nature. The driver's foot is shown in contact with the brake pedal. Then the floor of the car is cut away to show the bands, while a peek inside shows just where Cork Insert is used.

"We know that the Ford owner is impressed with this educational style of advertising," says Miles Smith, in charge of Cork Insert sales and advertising. "Why? Because of the very much larger number of Ford owners who are taking their pens in hand to write for the Cork Insert story. They're mightily interested in better linings for the Ford brake and transmission."

"I wish you would have your readers try this experiment: Have them show Ford owners in need of new lining, three or four kinds. They will, nine times out of ten, choose the highest priced lining. They want the best they can get, because they realize that it means a smoother, better working Ford."

Cork Insert Transmission-Brake Linings retail at \$3 for the set of three and are manufactured by Advance Automobile Accessories Corp., 56 East Randolph Street, Chicago.

If your Ford brake isn't sure

—If you have that anxious feeling that maybe it's going to hold and maybe it isn't—

You need

CORK ADVANCE INSERT

Transmission-Brake Lining on your Ford

Advance Cork Insert will give you a SURE brake and a SMOOTH brake. No doubling up in a sudden stop that sets your head swimming. No jerking or chattering while the car shakes like it had a chill.

You won't fear the steepest hills with Advance Cork Insert on the job. It makes the brake *do its full duty*. It eases the car down the stiffest grade. Relieves you of all worry.

Sold in this red and black box



\$3

per set of three.

Rockies West, \$3.25
Canadian, \$4.50

Ask for Advance Cork Insert next time you have your brake and speed bands re-

lined and see that you get it. It outwears several sets of ordinary linings, and is the cheapest in the long run.

Every garage and repairman has Cork Insert or can easily get it; every whole-

sale house carries it. You can always tell Advance Cork Insert by its name on the distinctive red and black box.

Be
Sure
You
Get the
Genuine

ADVANCE AUTOMOBILE ACCESSORIES CORP.

Dept. F-83, 56 East Randolph Street, Chicago

Why the Retail Hardware Dealer Should Handle Automobile Accessories

Practical Suggestion From a Practical
Salesman and Sales Manager

THE RETAIL HARDWARE DEALER is confronted with some serious problems. Sales of refrigerators and gas ranges are going to a considerable extent to furniture and department stores. This is owing to the fact that the large furniture and department stores are conveniently located in the best shopping district and are large advertisers in the daily papers, devoting at least one page daily to these lines of merchandise at special prices.

The Newlyweds and others who are furnishing their homes, go to these large stores and purchase everything for their homes — furniture, carpets, rugs, kitchen utensils, gas ranges, etc., without leaving the store; and, lastly—the most important, but considered by many the least important—as they go out the door they can step up to the credit man and arrange to make small weekly partial payments on their purchases.

These are some of the reasons this class of merchandise is getting away from retail hardware stores.

Electrical Appliances

Electrical appliances are carried quite extensively in electrical stores and these places are enjoying a good portion of this business for the reason that they employ experts in their special lines, men who know the comparative merits of the different makes of electrical appliances. These stores carry large and complete assortments of all repair parts, hence, they are able to make a specialty of quick service. They not only handle electric irons, percolators and heaters, but also carry electric house lamp bulbs, lamp cord, sockets, switches and other appliances which are being replaced or repaired in homes from day to day.

Builders' Hardware

There are many large lumber concerns who carry a full and complete stock of builders' hardware, and this fact, coupled with their will-

ingness to finance the contractor, when necessary, places them in a position to demand the patronage for the lines they carry: Lime, cement, plaster, screen doors, lumber, roofing, beaver board, nails and builders' hardware. In many instances, these lumber yards, with their branches, are able to buy their material in straight carload lots. The retail hardware dealer is not in a position to meet this class of

competition. In our city there is one lumber yard which owns its own timber lands, sawmills and fleet of lumber schooners. It has branches in all of the large cities on the coast and its finances are unlimited.

Sporting Goods and Fishing Tackle Houses

In all the larger cities and also in many of the small towns, there are exclusive sporting goods and fishing tackle stores, which carry baseball supplies, fishing tackle, golf supplies and all kinds of fire arms and ammunition.

They are expert specialty men in their lines and make of their stores places where the hunters and fishermen can meet and talk over their experiences.

Drug Stores

Drug stores carry fair assortments of cutlery, including pocket knives, razors, strops, blades, shaving soap, brushes. Thermos bottles and restaurant kits, and they advertise special prices in the daily papers in a lavish manner. These stores are conveniently located, and while they are not experts in any of these lines,

yet the location of these stores enables them to enjoy a share of this business.

Cutlery and Grinding Stores

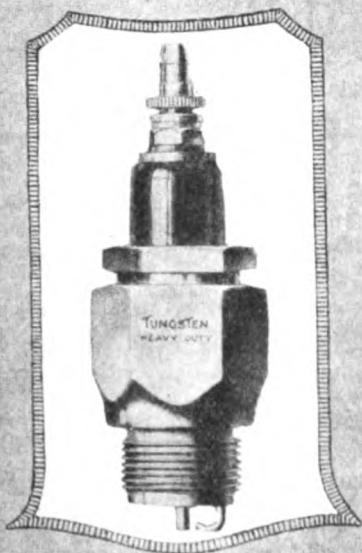
There are many of these special cutlery and grinding stores in our city, carrying the highest grade of cutlery, pocket and butcher knives, hotel kitchen cutlery of all kinds. They are specialists and secure the grinding and sharpening trade of large butcher shops and hotels.



DON STANBERY

Sales Manager Union Hardware & Metal Co.

There is much food for thought in what Mr. Stanbery says in this address. He speaks from a personal knowledge, for in his work he makes it a point to "get out and get under," to find out the reason why; to study the merchant's problems from a buying as well as a selling standpoint. However, Mr. Stanbery overlooked one point (which is a vital part of his own makeup), and that is, if one is to be successful in the accessory business he must be enthusiastic—and he cannot become enthusiastic unless he studies and knows his business. Everyone who knows Mr. Stanbery knows him to be a live wire, with an inexhaustible supply of pep and enthusiasm. You cannot talk to him 5 minutes but what you are impressed with this fact.



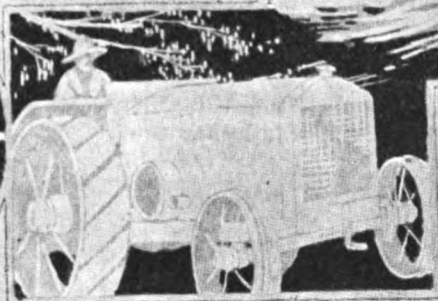
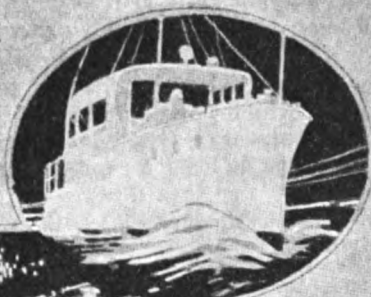
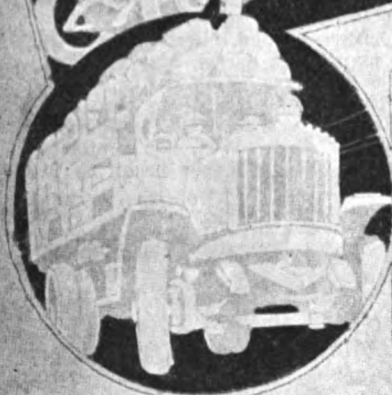
TUNGSTEN

TRADE MARK REGISTERED

SPARK PLUG

Always on the job

A big sturdy plug that is standing up in heavy trucks and tractors, speedy motor boats and all types of passenger cars.



TUNGSTEN MFG. CO. MARSHALLTOWN IOWA.

Something to Think About

One of our large Western jobbers classify their merchandise in eighteen departments. Check over this list and see how many of these lines you are now carrying and possibly it may give you a thought as to additional lines you can profitably add to your stock. Practically every line should be carried by the outlying hardware stores:

1. Mechanics' and edge tools.
2. Farm implements.
3. Heavy hardware, iron, steel.
4. Plumbers' supplies.
5. Sheet metals, roofing, conductor pipe.
6. Builders' and shelf hardware.
7. Paints, varnishes, painters' supplies and lubricating oils.
8. Scales, safes, store fixtures, beds and mattresses.
9. House furnishing goods and woodenware.
10. Enamel, tin, copper, aluminum, glass and cast ware.
11. Stoves, ranges and stove goods.
12. Saddlery, strap work, shoe findings, trunks and bags.
13. Guns, rifles, revolvers, sporting goods, skates, sleds, express wagons, playing cards, camp furniture, Pathephones.
14. Fishing tackle.
15. Cutlery and silverware, watches, lead pencils, pens, compasses, drawing tools.
16. Automobile accessories, bicycles and bicycle sundries.
17. Electrical supplies.
18. Machinery.

Note that talking machines and records of all kinds are now being carried by the hardware jobbers, as well as a full line of electrical supplies and auto accessories.

One of our energetic city automobile accessory salesmen says: "I believe you will find on the following list items that most of you know to be good sellers and know to be good merchandise, which you can depend upon being right. The only way that you can sell these items is to carry at least a representative stock of them:"

- Tires—What machine doesn't use them?
- Blow out shoes and patches—Did you ever need one?
- Lock-tite patches—First-class cold patch, which will not come off. Rubber back, will stretch with the tube.
- Tire talc—Every man uses it.
- Tire tools—Very handy to take off tires with.
- Rim contractor—Makes a 10-minute job of a two-hour job.
- Valve caps and cores—Very good sellers.
- Tool boxes—Every machine is a prospect. The factories do not equip the cars with them.
- Tire pumps—Did you ever use the one that came with the car?
- Cup leathers for tire pumps—There is good money in putting these in.
- Pressure gauges—Something the average automobilist loses regularly.
- Bumpers—Very good thing to save your fenders and radiator.
- Gear shift extensions—The handiest thing on the car.
- Auto horns—A little noise is good for the best of them.
- Cut outs—Not necessary, but every fliver must have one to drown the rattles with.

Accelerator foot rest—Is to the automobilist's foot what Tiz is to tired feet.

Radiator filler caps—Fords lose them regularly.

Running board mats—Keeps inside of car clean.

Auto theft signals—Nuf said. Can you afford to be without one?

Robe locks—Fine thing to keep overcoats from blowing out of the back of your car.

Pedal pads—Good sellers.

Spotlights—Every car wants one whether he needs it or not.

Tail lights—There are lots of them lost and some one must sell them a new one.

Eveready Mazda lamps—Very good sellers. You can carry a complete stock in about ten boxes—very small investment.

Eveready Flashlights—Every tool box has or should have one.

Storage batteries—Pick them up as you need them.

Cable and cord—A small assortment will show a large profit.

Switches—There are quite a few sold.

Lamp fittings—A good item.

Dash lamps—The first thing the owner of a new Ford buys.

Marvel Carburetors—Nuf said. They always carburete and do not break the Ford owner up in business.

Spark plugs—The best of machines break them once in a while.

Fan belts—A good oil and waterproof leather are the best.

Transmission linings—This is a nice item to handle.

Radiator hose—Daily seller.

Radiator Never-Leak—Some of them do leak, though and need it.

Leather—Nu—Give the old top a little class.

Polish—There are lots of kinds used with more or less success, but you can't afford to be without some.

Auto wheel lock chain—A good seller, which you can't do without.

Automobile jacks—A good seller. The one which comes with your car as a rule is cheap and easily broken.

Walden wrenches—Every man should have a set of Walden wrenches in his fliver. They also make them for larger cars.

Foot accelerators—Every Ford needs one and the majority buy one.

Ford locks—You should have one or two of some kind.

Ford timers—A very good seller.

Coil points—Good seller.

Ford harness—Good seller.

Ford spark plug wires—Also good.

Ford switch keys—Very easily lost.

Ford pedal pads—Keep your feet from slipping off the pedals.

Ford brake shoes—Wear out regularly.

Hub caps—The old ones break or bend up badly when they hit the curbing.

Ford truss rods—Keep your rear axle from sagging.

Oil gauge for Ford—Handiest thing on your Ford.

Motor oils—Absolutely necessary or the thing won't run.

Tractor oils—Biggest seller in the hardware line; bears a profit of about 40%.

The following is a letter received from one of the most progressive and up-to-date hardware jobbers and auto accessory dealers in Canada:

"What is the matter with the hardware retailer? He seems satisfied to pass up an awful lot of nice business in automobile accessories. I have called on a large number of retail stores in this part of the country and so far have to find one who has any auto accessories.

"I am, perhaps, more surprised at this condition



They Certainly Put Wonderful Rubber in Diamond Tubes

"I expect a Tube to wear out sometime—but evidently this Diamond Tube isn't going to. Do you realize, Jim, that this is the third 5,000-mile tire that this Diamond Tube has outlasted?"

"Just feel of it—feel how lively and stretchy that rubber is. It'll hold a patch like a new tube."

Diamond Tubes don't begin to show their real worth until they've been used a season or more—all tubes look and feel alike when they're new.

Time gives tubes the gruelling test—some tubes get hard, dry, tear like paper—won't hold a patch. But the rubber in Diamond Tubes keeps firm and lively, holds its stretch, and can be patched time and time again.

Diamond Tubes have the reputation of outwearing three and four casings.

Sell Diamond Tubes in Diamond Tires and you'll build a profitable tire business that competition can't steal.

THE DIAMOND RUBBER COMPANY, Inc.

Factories: Akron, Ohio

401 Mission St., San Francisco, Cal.

Diamond

GREY AND RED TUBES

than you are, as 75% of the clean auto accessory business in Western Canada is done by the retail hardware dealer. By "clean" I mean goods that have no come back, such as spark plugs, auto patches, tires and tubes, etc. I do not think the retail hardware dealer can ever handle parts for Ford and goods of this class to advantage, but he is getting away with the nicer part of the accessory business in Western Canada.

"In my estimation the fault is not all the retail dealer's, and the jobber must educate him. He must be taught to display this class of goods. If he does this it will sell itself. Our salesmen call on all the different branches of the business, so are just as familiar with auto accessories as general hardware. This may be one reason for our success.

"I do not know just what to credit it to, but the fact remains that the Canadian jobbers sell the majority of their stock to the retail hardware trade and the hardware jobbers control the accessory situation."

The following is also an expression of one of the representatives of one of the largest lubricating oil companies in the world, who has traveled throughout the United States:

"The hardware store carries large and clean stocks of merchandise and the hardware dealers are known generally as good merchandisers, but analysis shows that they are not progressively consistent and up to date with the tremendous strides that are being made on certain lines, such as the automobile and tractor oils and accessories. It must be apparent to the hardware dealer that many lines they have handled in the past are decreasing in sales and others are being forced into special channels of trade and it's only a natural sequence that the hardware dealer is obliged to replace such lines with other profitable lines where their natural outlet is through the hardware store."

Special auto accessory catalogues are issued by the leading jobbers, containing all information and illustrations of everything called for by the motorist.

When experts in the auto accessory department visit your store, go over the line, instructing your men on the talking points of the goods you carry.

Remember the garage is a place where the motorist usually goes to have his auto overhauled and new parts installed, and as a usual thing these parts are purchased outright by the auto owner or ordered specially from the different auto agencies carrying parts.

The following list contains the essentials for the retail hardware dealers as beginners; it may be added to as their particular community demands; there may be many items in this list that will not be called for in your locality and vice versa; it does contain the staples or quick turn overs, which bear a profit of from 33 1-3 to 50 per cent on the selling price:

Suggested Automobile Accessory Stock

No. Article.

- 1561—Air gauges (wood wheel).
- 2789—Air gauges (bent for wire wheel).
- 114A—Hand horn.
- 700—Cut out lever.
- SFR—Accelerator foot rest.
- 3—Auto theft signal.
- 3½C—Auto theft signal.
- 4C—Auto theft signal.
- 50B—Robe locks.
- 815C—Cocoa running board mats.

- 1—Pedal pads.
- 2—Pedal pads.
- 2C—Spotlights.
- 361-1—Tail lights, Ford electric.
- 361-2—Tail lights.
- 70—Tail lights, oil.
- 112D—No cement patches.
- 3—Locktite patches.
- 34T1—Patching cement.
- 6D—Wood rim cement.
- 15—Tubes tire talc.
- S5M—Five-minute vulc. patches.
- 5SMP—Five-minute vulc. patches.
- 48V—Tire tools.
- 150—Universal rim nut wrench.
- 609—Valve caps.
- 2069—Dust caps.
- A—Valve tools.
- 55—Luggage carriers.
- 1B—Canteen holders, single.
- 66—Canteen holders, double.
- 22—Tool boxes.
- 24R—Tire pump, single.
- 25R—Tire pump.
- 35S—Tire pump.
- 1T—Air gauge.
- 1013—Dash ammeters.
- 4-1—Lamp fittings.
- 4-2—Lamp fittings.
- 281—Trouble lamps.
- N—Marvel carburetor, Ford.
- A15—Spark plugs, Ford.
- J13—Spark plugs, Overland.
- A53—Spark Plugs, Buick.
- 1CF—Cylinder head gaskets.
- 11—Valve grinder, Turko.
- 1C—Valve spring release.
- 25—Springs.
- DCF—Carbo valve grinding compound.
- 2—Bearing Blue, 2 oz. tubes.
- 15F—Spring oilers, Ford.
- 16F—Spring oilers.
- 3—Grease guns, comb. Ford.
- 3RF—Grease guns.
- 32B—Oil guns.
- 5¼—Boyce motor meter, Ford special.
- 30—Inlet radiator hose.
- 40—Outlet radiator hose.
- 7404—Hydrometers.
- ½XF—Radiator cement.
- 1XF—Radiator cement.
- SMO—Radiator cement.
- 1BN—Auto mirrors.
- 21BN—Auto mirrors.
- 101—Auto mirrors.
- KS7—Goggles.
- 7000—Towing cable.
- 5—Towing cable.
- 3B—Tire locking chains.
- 521—Tire locking chains.
- 1E—Auto jacks.
- 12J—Auto jacks.
- 250J—Auto jack.
- 41T—Auto jack.
- 44—Walden socket wrenches, Buick.
- 65—Walden socket wrenches, Dodge.
- 3—Ford cut outs.
- SFAN—Foot accelerators.
- AF—Foot accelerators.
- 1—Fender braces.
- 2—Fender braces.
- 3—Fender braces.
- 45—Rex locks (Ford steering wheel).
- 1BB—Ford Robe Rails.
- FT18—Milwaukee timers.
- 8889—Coil points.
- 10—Ford fan grease cups.
- 6103L—Ignition harness.



Both —

JOHNS-MANVILLE **Asbestos**

SINCE brake lining must trust to asbestos for its dependability, it is natural that Johns-Manville should have made brake lining even before the days of the motor car.

Where others must buy their asbestos in the open market, Johns-Manville Non-Burn has the advantage of the pick of the mined crop of asbestos fibre, taken direct from the great Johns-Manville mines.

Non-Burn is mined, spun, woven and marketed to the trade by Johns-Manville—its quality is in their control from start to finish. This explains why it will out-wear and out-brake other linings—and why you should recommend Non-Burn to your trade.

To the Trade—Non-Burn is sold only through legitimate trade channels. This protects you against indiscriminate competition and assures you a satisfactory profit.

H. W. JOHNS-MANVILLE CO.
New York City
10 Factories—Branches in 63 Large Cities

JOHNS-MANVILLE

AUTOMOTIVE EQUIPMENT



- 5180—Ignition harness.
- 5085L—Spark plug wires.
- 20—Ford felt gaskets.
- 18—Perfection brake shoes.
- 11—Radiator Caps, Ford.
- 133N—Hub caps, Ford.
- 300T—Grease retainers.
- 18—Grease retainers.
- 508—Oil gauges.
- 660—Wheel pullers.
- 150—Ford crank case repair arms.
- 3—Ford fan belts.
- 37—Ford fan belts.
- S4-2—Roller bearings for Ford front wheels.
- 2—Ford radius rod braces.
- 1914—Ford rubber mats.
- 1916—Ford rubber mats.
- 5SK—Ford switch keys.
- 8—Radiator supports, Ford.
- 17—Garage pans.
- CP3—Blowout patches.
- CP3½—Blowout patches.
- CP4—Blowout patches.
- 403—Lace on boot.
- 403½—Lace on boot.
- 404—Lace on boot.
- 4—Moulded rubber boot.
- 915B—Cocoa running board mats.
- Assortment of Eveready Mazda automobile bulbs,
- Eveready Daylo flashlights; batteries for same.
- 1916—Assortment of sponges.
- 9B—Assortment of chamois skins.
- 1410—Wiz soap.
- SPD—Spec Dee Cleanser.

Automobile Casings

- 30x3 —Ford (front wheels), smooth and Squeegiee.
- 30x3½—Ford, Chevrolet, 490, smooth.
- 31x4 —Buick, Maxwell.
- 32x3½—Saxon, Studebaker, Grant.
- 32x4 —Hupmobile, Liberty, Overland, Paige, Velie, Oakland.
- 33x4 —Dodge, Chevrolet, Elgin Six.

Our Summary Is This:

That the consuming public are and will continue to patronize the stores who carry large and varied stocks. They like to select from a large assortment, therefore, the large furniture and household, department and electric stores are educating the public to come to them for their wants in their respective lines. The special cutlery and grinding stores will merit their patronage because they are experts and specialists on cutlery and grinding. The same applies to the sporting goods and fishing tackle houses. The lumber yards deliver the lumber and, as a usual thing, have first call on the builders' hardware. The drug stores naturally enjoy a portion of the cutlery business, owing to their location.

These lines have not entirely left the retail hardware dealer, but they are going fast and unless we make an effort to retain them, they will go. There is no reason why the retail hardware dealer should not secure the builders' hardware for all the homes. There is no reason why the cutlery should not be sold by the retail hardware dealer. The same applies to electrical supplies. Thermos goods, refrigerators and gas ranges.

As a suggestion, owing to the fact that there is such keen competition on the above lines, we believe that the larger hardware dealers

can well afford at this time to employ some one who has a general knowledge of auto accessories and add, as a beginner, say a stock of auto accessories ranging from \$300 to \$500, according to their location and size of city.

Advertising in the Daily Papers

is the most vital and efficient way of placing before the public and creating a demand for the goods you have to sell. Therefore, don't fail to recognize the daily papers as the best medium for advertising your merchandise.

The following are a few suggestions that the writer has learned from actual experience:

Never come to your place of business with a grouch—there is no place in your establishment for "old man Grouch." Kick him out and substitute radiant and efficient smiles; insist that all your employees learn to smile.

Always meet the trade at the front door, never let a customer hunt you up to wait on him and whether he buys or not, always thank him for calling and ask him to come in again. Never notice a price cutter, if someone down the street is price cutting, talk quality and service and you will get away with it.

Know your legitimate competitor; it may be that he is a great deal smarter than you think he is. We can all learn something from the other fellow. Substitute "cooperation" for "competition."

Knowledge of your merchandise is most essential. See that your clerks are informed on the talking points of your goods; the traveling man calls on the buyer and the buyer absorbs the talking points and in many cases forgets to pass them along to the clerks on the floor—the men who sell the merchandise are the ones who should know the talking points.

Arrangement of the store is also essential, your cutlery should be near the front door on the right as you enter, following with the carpenter tools, then the household line, etc. On the left front side should be the automobile accessories, etc.

Last, but not the least essential, is courtesy.

Motor truck users are beginning to learn the advantages of the pneumatic tire for trucks. The pneumatic tires add immeasurably to the riding qualities of the truck. The bumps, thrusts, jerks and clatter which shiver through a truck equipped with solid tires are entirely eliminated when pneumatics are used, so that the truck rolls along like a touring car. Many makes of trucks are now being equipped with pneumatic tires by the manufacturer, and the total freedom from jarring, the smooth, even, easy movement has been a revelation to the drivers who have been used to the solid-tired truck. It has also been proven that a truck will carry a bigger load, will have more horsepower, longer life, and suffer much less shock to its parts with pneumatics than with solid tires.

Here It Is →



"BABY" Hammerless Revolvers

The "BABY" has had a remarkable sale, for years, and is evidently just what campers, automobilists, and other sportsmen are looking for. Only 4 inches long, and 6 ounces in weight. Six shot — 22 caliber. Blued and nickel finish.

"HEXALL" Offset Socket Wrench Set

Trade Mark Reg. U. S. Pat. Office.



Consists of 7 Socket Wrenches as per cut. Sockets made from bar steel, broached and pack hardened. Handles from 7/16 round cold rolled steel 7" leverage. Packed in neat box. Takes the following sizes of Bolts and Nuts.



Socket No.	1	2	3	4	5	6	7
Inside Diameter Across Flats...	1-2	9-16	3/8-64	5-8	11-16	25-32	7-8
U. S. Standard Bolt.....	1-4		5-16		3-8	7-16	1-2
Cap Screws	5-16		3-8		7-16	1-2	5-8
U. S. Standard Castellated.....	1-4		5-16		3-8	7-16	9-16
A. L. A. M. ".....	5-16		3-8		7-16	1-2	9-16
A. L. A. M. Plain.....	5-16		3-8		7-16	1-2	9-16
S. A. E.....	5-16	3-8		7-16		1-2	9-16

Break any Sedgley Wrench and we repair it no charge



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 1

16 Pieces. Weight, 35 oz.

Packed in neat, strong, cloth case.

**Sedgley
Quality
Is Your
Guarantee
of
Durability**



"HEXALL"

"Trade Mark Reg. U. S. Pat. Off."

Ratchet Socket Wrench No. 2

11 Pieces. Weight, 27 oz.

Packed in neat, strong, cloth case.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco, Cal.

R. F. SEDGLEY MANUFACTURER 2311 N. 16th STREET **PHILADELPHIA, PA.**



CLEAN, SNAPPY FIGHTERS FOR BUSINESS

The Strevell-Paterson Hardware Co., Salt Lake City, recently held the annual meeting of their sales force on the roof garden of the Hotel Utah.

They have an active sales organization of twenty men, which cover the states of Utah, Idaho, Nevada, parts of Wyoming, Colorado and Montana.

The meeting opened with a talk on general sales conditions in the inter-mountain territory by P. C. Gill, secretary, and closed with an address by F. W. Hornung, vice-president, who sent the men away feeling that out of the abundant experience of their chief they could take many valuable ideas.

The balance of the time was largely devoted to a close examination of the new 1000-page catalog, just issued by the company, with explanations carried on by various buyers and with an ample display of new lines of merchandise.

One of the stunts of the meeting was the cooking and serving of a substantial lunch by Buyer R. N. Fullerton on a Florence Wickless Oil Stove. "Some cook and some stove, I say."

The meeting closed with a dinner to about forty employees and guests who had the pleasure of listening to Hon. W. W. Ray, United States District Attorney, and H. W. Prickett, manager of the Traffic Service Bureau of Utah.

The Strevell-Paterson bunch of "fighters for business" comprise one big, happy family. It is hard to find a more enthusiastic, capable bunch of business men gathered together by one organization.

Shown in the photo, reading from left to right, beginning at the speakers' table, are:

W. A. Scudder
S. A. Jackson
R. N. Fullerton
P. C. Gill, Secretary
F. W. Hornung,
Vice-Pres. & Mgr.
H. W. Prickett,
Mgr. Traffic Serv
Bureau of Utah.
F. S. Walden,
Asst. Sec'y.
E. G. Walker
L. P. Hickam

W. E. Corry
J. E. Varney
A. A. Kavanagh
S. C. Sorensen
E. S. Sturmer
Geo. Rogers
B. V. Arnold
W. G. Newman
Chas. Palmer
Byron Child
H. J. Martin
O. M. Olsen
H. G. Crabbe

J. W. Ellison
Frank Newton
W. R. Widdison
R. E. King
D. Lingren
Wm. Middaugh
C. E. Stevensen
R. Thiriot
J. E. Blomquist
A. Corya
Geo. O. Eulberg
M. H. Gustavson
G. J. Rucker

LIVERY A BETTER NAME THAN DIARY

"How quaint the minds of children are! One New Year's day I gave a little girl a present of a diary. 'This is a diary,' I explained to her. 'Every day you must write in it a record of your life, a record of how you live.' The little girl turned the blank pages of the book and asked: 'But why isn't it called a livery instead of a diary, sir?'"

LIFE'S SEVEN MISTAKES

Life is so interesting, and every day so full of new things to think and wonder about, that I think many of us rather resent having the whole plan of human existence checked and tabulated, and a definite sure cure formula prescribed. We do not like to see the entire chart. We like to choose our own part. We do not like to run our life on a schedule. We like to go on, taking our reckoning from the stars and setting our sails to the veering winds. It is human to hope and yet not want to know.

However, we do consult the chart. We like to see the reefs and danger marks. After that, we can lay the chart away for future reference, just as I did this:

"The Seven Mistakes of Life"

1. The delusion that individual advancement is made by crushing others down.
2. The tendency to worry about things that cannot be changed, or corrected.
3. Insisting that a thing is impossible because we ourselves cannot accomplish it.
4. Attempting to compel other persons to believe and live as we do.
5. Neglecting development and refinement of mind by not acquiring the habit of reading fine literature.
6. Refusing to set aside trivial preferences, in order that important things may be accomplished.
7. The failure to establish the habit of saving money.

I haven't the slightest recollection of where I got this. I don't even know who wrote it, or when. I found it among papers gathered years ago and it was the fact that I had once had it, and read it and put it away, that made it especially interesting to me. For it proved how easy it is to lay aside and forget those things that you want to remember most—the reefs on the chart—the mistakes of life.

AS EASY TO PUT ON AS A COAT



AND EVERY BIT AS EASY TO SELL

TREMENDOUS DEMAND **BADGER** SLIP-ROOF OUTFITS

The selling hit of the busiest accessory season motordom has ever seen. A big profit-getting opportunity for dealers **everywhere**. Conditions ripe for a quick cash-in for you. War shut off automobile production. Motor car prices high. Everyone trying to keep the old machine in service longer. Thousands of these veteran cars will demand new tops—and will have them.

BADGER Slip-Roof Outfits give you wide edge on this **exceedingly** profitable trade. Nothing to equal them. No competition. A 100% right top covering. Easy to put on as coat. No trouble. No misfits. Rip off old top—tack on new. That's all. Anyone can do it. No skilled labor costs.

Everything complete—tacks and all. No trimming. No cutting. Correctly patterned from original tops furnished by car manufacturers. Guaranteed perfect fit. For practically all makes of cars—Buick, Dodge, Cadillac, Maxwell, Ford, Studebaker and many others.

Highest grade, most durable materials. Strongly sewed. Can't rip out. Big quantity production enables you to sell at half ordinary new top prices.

DEALERS! Write for proposition. Get this profit-earning information. Get it now. We need a representative in your territory **at once**. The dealer who **does** secure representation of **BADGER Slip-Roof Outfits** is absolutely certain to realize a big, positive profit return.

We have the facts to prove it—ready for you. Send for them

WISCONSIN AUTO TOP CO. 14 Main St., Racine, Wis.

PERFECT FIT—HALF USUAL COST

SALES SERVICE FOR DISTRIBUTORS

One of the difficulties attendant upon standardizing a "crude" product is to attune the selling organization to the idea behind the improvement in production methods.

Some few years ago, the Royal Manufacturing Company found it feasible to buck tradition and turn out a Cotton Waste they could guarantee for its standard features. But that was only the beginning, a good beginning, of course, but still dependent upon unusual intelligence in marketing if the sales were to be at all commensurate with the importance of the manufacturing accomplishment.

A strongly entrenched custom was to accept cotton waste as a necessarily imperfect article. If the waste deviated somewhat from specification, if the weight was short or the tare excessive, the buyer was apt to shrug his shoulders and reflect that "waste is waste and inherently an uncertain quantity."

Primarily it was Royal's idea to standardize quality to such an extent as to limit the number of grades to twelve, giving each grade a name and thus dispensing with the lost motion and duplicated effort, of the old specification system.

But how to popularize these names? Specifications are vague enough but a name would mean nothing at all.

Hence the Royal Sampling Catalogue, showing the twelve grades of actual waste to identify their respective names. In sending out the catalogues it was explained to the trade that these grades were the net result of many years' experimentation with hundreds of grades; that there was no requirement of use or price that was not minutely satisfied by one of the twelve. Thus the twelve grades were visualized—an essential to complete standardization.

That was the first step, standardization of quality and identification of the various grades in relation to their names. The bales themselves were identified by trademark labels (showing the special grade) and by steel bands stamped with the Royal name.

But quality was only one thing. Uneven weight and excessive tare were notable evils in waste trading. Royal introduced a system of extraordinarily expert weighing, both of waste and tare. Each was weighed separately before baling and the weight was checked and rechecked after baling to make the guarantee absolutely safe—the guarantee of even weight and 6% limit of tare.

It was no trifling matter to impress upon the Royal sales force the significance of these innovations. Uncertainty had been the rule in waste transactions. Sales had been made on personality to a much greater degree than in most other lines. The manufacturers had no desire to eliminate the personal element from its sales procedure, but they did have, and very positively, the idea that thenceforth the personal element was to be second, and the institutional thought first.

The change was gradual but complete. A Royal salesman is as much of an individual as ever, but Royal, in his mind, is no longer merely a competing Waste, but it is an idea, a standardized institution primarily.

But the salesmen handling Royal for the many jobbers—how to reach these hundreds? It was not to be accepted that the consumer could be sold until the man selling him was sold.

It is easy for a salesman to say, "This waste is unusually absorbent, the weight is even, the tare 6%." Other salesmen could say the same and trust the color of their eyes to convince the buyer. But the big idea behind Royal was that these statements were borne out by an unimpeachable guarantee—that here was a standardization built upon an institution and thus meriting thoughtful belief.

So the jobbers' salesmen were approached through a constant stream of Royal advertising and literature, pounding and pounding on the central thought that at

last there was a waste that was not a casual, crude product, but actually a refined, highly specialized article—the first and only standardized waste.

And while all these smaller campaigns were soaking in and selling the distribution forces, the big trade and general magazine campaign was hammering home the Royal standardization idea of the waste user. The success of this consumer campaign, continued year in and year out, and has been precisely what would be expected—big and convincing.

But the reason why is that everyone concerned has been sold on Royal—everyone down the line from the men who first conceived the idea of a standard waste. And the selling of the salesmen was not the least important step in this big job.

INTERESTING TO ACCESSORY DEALERS

The Wayne Oil Tank & Pump Company, of Fort Wayne, Indiana, have recently inaugurated a new consulting and advisory service for oil men.

They have secured the services of F. A. Bean, consulting engineer, to take charge of this work. Mr. Bean has had a broad engineering experience covering a period of twenty-three years, fifteen of which have been in an executive capacity.

Mr. Bean first became affiliated with the oil industry in 1902 in the Kentucky and Oklahoma fields. For the past year and a half he has been at the head of the maintenance and equipment department of the Sinclair Refining Company, and also had charge of the designing and construction of their sales branches and filling stations.

He has also been closely associated with the automobile industry and his knowledge along these lines should be of great assistance to oil men in the purchase, operation and maintenance of their rolling equipment.

There is to be no charge connected with the service of this department. All advice, plans, etc., are to be given gratis. This service should appeal to all oil men, especially the marketers and jobbers. The Wayne Company invites all oil men to make free use of this service.

Function of service—standardization of equipment; economical operation and maintenance of equipment; designing and planning buildings, ground layout, etc.

All plans, advice and other service from department to be gratis. Correspondence invited.

LUBRICATION KEY TO TRANSMISSION'S LENGTH OF SERVICE

Nowhere is the old saying that a chain is as strong as its weakest link better illustrated than in the automobile. It may be said that the automobile is as powerful as its transmission. Regardless of the amount of gasoline consumed and the power generated by the motor, the wheels receive only as much power as is transmitted to them through the transmission.

Well set, perfectly adjusted parts and perfect lubrication mean the maximum of power transmitted. Perfect adjustment must be left to the expert mechanic, but lubrication is largely a matter of selecting the right lubricant. Lubricants compounded especially for transmissions are made by the Joseph Dixon Crucible Company. These lubricants have a selected flake graphite for their principal ingredient. Flake graphite is the best lubricant known, and once it is spread on the faces of the gear teeth practically all available power is transmitted from the motor to the wheels.

Worm drives in particular need graphite as a lubricant because of the excessive friction. Worm gears, when properly lubricated, are capable of delivering great power.

Write for Booklet No. 230-G and Lubrication Chart to the Joseph Dixon Crucible Company, Jersey City, N. J.

HELFI

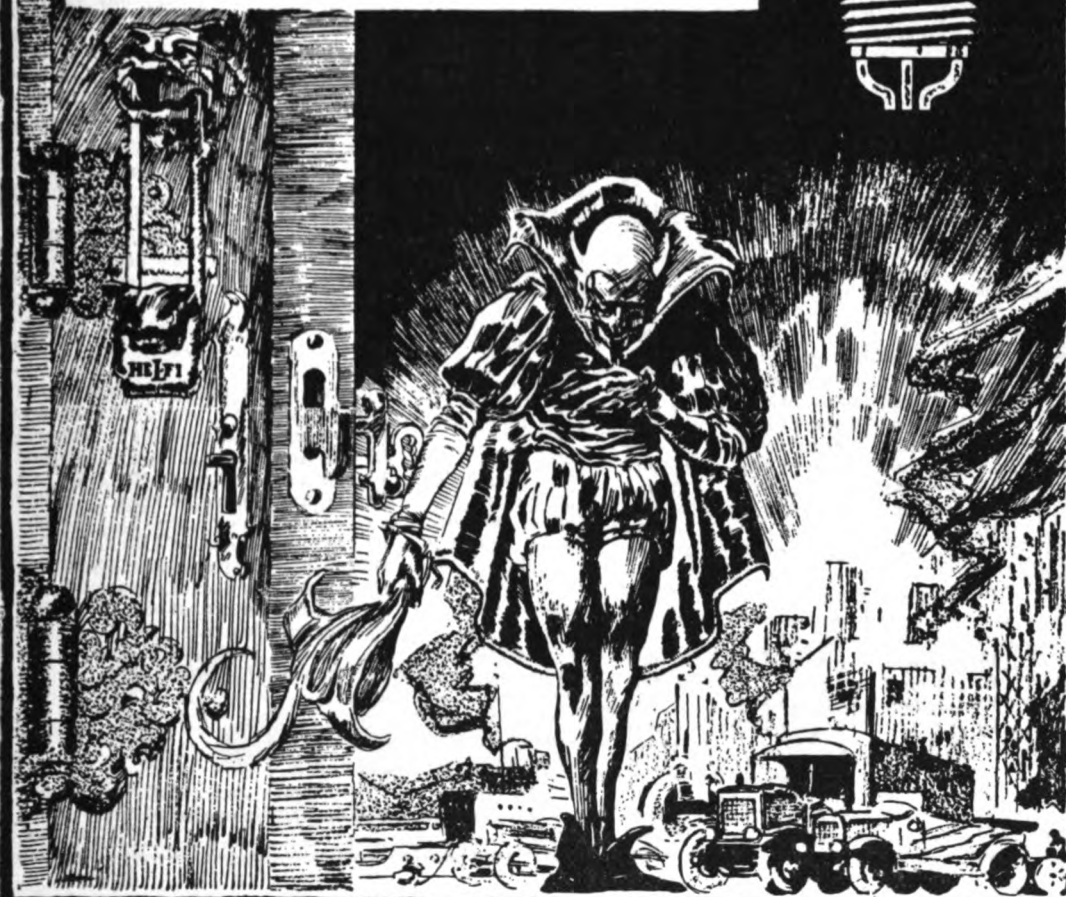
Spark Plugs

THE HELFI

is an "old line" product of established reputation, built in two models—the Super, or heavy duty type, and the Standard, of lighter construction. Both offer an unusual margin of profit, special talking and sales points, together with marked superiority in the matter of construction and durability.

THE HELFI COMPANY

Belvidere, Ill., U. S. A.



New Revenue Law

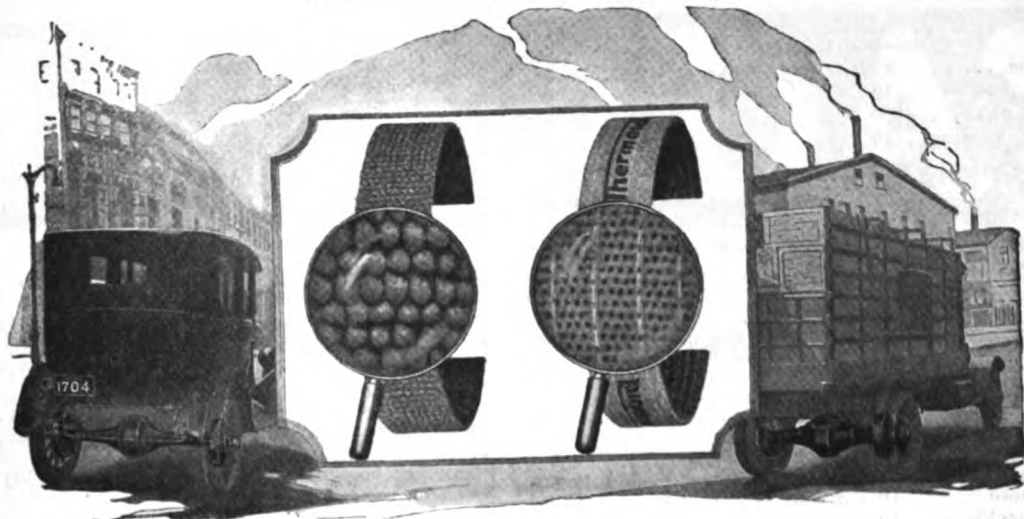
Herewith are given the percentage of increase which retail merchants must collect from their customers, over the regular retail prices, in order to comply with the new revenue law.

Merchants have doubtless been advised by the officials of their district as to the manner of keeping and reporting these sales.

Quite a number of the **HARDWARE WORLD** subscribers likewise handle general merchandise, which includes hardware, as well as dry goods, men and women's wear. We have also included these commodities.

This table should be kept for reference.

	Per Cent Increase	Paragraph Section
Automobiles (other than trucks or wagons)	5	2 900
Automobile parts 1, 2 & 3 & 5		3 900
Automobile trucks	3	1 900
Auto wagons	3	1 900
Bags, golf	10	5 900
Bags, shopping	10 (on amt. in exc. of \$7.50)	5 904
Bags, traveling	10 (on amt. in exc. of \$25)	4 904
Balls, billiard	10	5 900
Balls, foot	10	5 900
Balls, golf	10	5 900
Balls, la crosse	10	5 900
Balls, pool	10	5 900
Balls, tennis	10	5 900
Base Balls	10	5 900
Base Ball Bats	10	5 900
Base Ball Gloves	10	5 900
Baseball Masks	10	5 900
Base Ball Protectors	10	5 900
Base Ball Shoes	10	5 900
Base Ball Uniforms	10	5 900
Basket Balls	10	5 900
Basket Ball Goals	10	5 900
Basket Ball Uniforms	10	5 900
Binoculars	5	— 905
Boats, pleasure	10	20 900
Bonnets, women's	10 (on amt. in exc. of \$15)	11 904
Bonnets, misses'	10 (on amt. in exc. of \$15)	11 904
Boys' boots	10 (on amt. in exc. of \$10)	14 904
Boys' caps	10 (on amt. in exc. of \$2)	13 904
Boys' hats	10 (on amt. in exc. of \$5)	12 904
Boys' neckties	10 (on amt. in exc. of \$2)	15 904
Boys' neckwear	10 (on amt. in exc. of \$2)	15 904
Boys' pumps	10 (on amt. in exc. of \$10)	14 904
Boys' shoes	10 (on amt. in exc. of \$10)	14 904
Boys' silk hose	10 (on amt. in exc. of \$1)	16 904
Boys' silk stockings	10 (on amt. in exc. of \$1)	16 904
Boys' slippers	10 (on amt. in exc. of \$10)	14 904
Boots, boys'	10 (on amt. in exc. of \$10)	14 904
Boots, livery	10 (on amt. in exc. of \$10)	17 900
Boots, men's	10 (on amt. in exc. of \$10)	14 904
Boots, misses'	10 (on amt. in exc. of \$10)	14 904
Boots, women's	10 (on amt. in exc. of \$10)	14 904
Bottles, thermos	5	14 900
Bottles, thermo static	5	14 900
Bowie knives	10	11 900
Brass knuckles	100	12 900
Bronzes	10	— 902
Cameras	10	7 900
Candies	5	9 900
Canes, sword	100	12 900
Canoes	10	20 900
Canoe cushions	10	5 900
Canoe paddles	10	5 900
Caps, boys'	5	13 904
Caps, men's	5	13 904
Carafes, Thermo-static	5	14 900
Carpets	10 (on amt. in exc. of \$5)	1 904
Cartridges	10	10 900
Checker boards	10	5 900
Checker pieces	10	5 900
Chess boards	10	5 900
Chess pieces	10	5 900
Clocks	5	— 905
Coats, house	10 (on amt. in exc. of \$7.50)	9 904
Coats, smoking	10 (on amt. in exc. of \$7.50)	9 904
Daggers	100	12 900
Dirk knives	100	12 900
Electric fans, portable	5	13 900
Fans	10 (on amt. in exc. of \$10)	8 904
Fans, portable, electric	5	13 900
Field glasses	5	— 905
Films, photo.	5	8 900
Firearms	10	10 900
Fishing reels	10	5 900
Fishing rods	10	5 900
Fixtures, lighting	10 (on amt. in exc. of \$25)	6 904
Foot balls	10	5 900
Foot ball goals	10	5 900
Foot ball harness	10	5 900
Foot ball helmets	10	5 900
Fur, articles	10	19 900
Games, & parts of	10	5 900
Glasses, binoculars	5	— 905
Glasses, field	5	— 905
Glasses, opera	5	— 905
Glasses, marine	5	— 905
Gloves, baseball	10	5 900
Golf bags	10	5 900
Golf clubs	10	5 900
Graphophones	5	4 900
Hand bags	10	5 900
Harness, foot ball	10	5 900
Hats, boys'	10 (on amt. in exc. of \$5)	12 904
Hats, livery	10	17 900
Hats, men's	10 (on amt. in exc. of \$5)	12 904
Hats, misses'	10 (on amt. in exc. of \$15)	11 904
Hats, women's	10 (on amt. in exc. of \$15)	11 904
Hat boxes	10 (on amt. in exc. of \$25)	4 904
Hoods, misses'	10 (on amt. in exc. of \$15)	11 904
Hoods, women's	10 (on amt. in exc. of \$15)	11 904
Hose, boys'	10 (on amt. in exc. of \$1)	16 904
Hose, men's	10 (on amt. in exc. of \$1)	16 904
Hose, misses'	10 (on amt. in exc. of \$2)	17 904
Hose, women's	10 (on amt. in exc. of \$2)	17 904
House coats	10 (on amt. in exc. of \$7.50)	9 904
House jackets	10 (on amt. in exc. of \$7.50)	9 904
Humidors	10	15 900
Hunting garments	10	18 900
Hunting knives	10	11 900
Inner tubes	1, 2, 3 & 5	3 900
Jackets, house	10 (on amt. in exc. of \$7.50)	9 904
Jackets, smoking	10 (on amt. in exc. of \$7.50)	9 904
Jewelry	5	— 905
Jugs, thermostatic	5	14 900



This difference means the safety of a car

Important facts about brake lining that every man in the automobile business should know

THE security that a brake lining gives depends on its gripping power. The gripping power depends on the texture. The closer, more compact the texture, the more uniform the gripping power. The looser the texture the more uneven and uncertain its gripping power. The photograph above shows the difference between the texture of Thermoid and ordinary woven lining.

Thermoid has a close, compact texture. This gives Thermoid the ideal gripping power. Because of this close texture it wears down slowly and *evenly*, and retains the same uniform gripping power until worn to wafer thinness.

Ordinary woven brake lining is loosely woven. It has gripping power when new, but wears down quickly and *unevenly*. This uneven surface causes ordinary lining to slip, very often just when it is most needed.

There is much the same difference between the wearing quali-

ties of Thermoid and ordinary woven lining as there is between oak and pine, fine steel and coarse pig iron. In all of these cases the wear depends on the texture, the closer the texture the longer the wear.

Why Thermoid has such a close compact texture

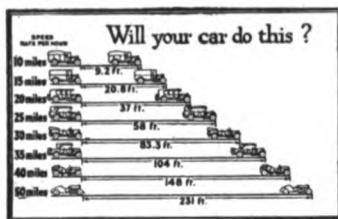
In each square inch of Thermoid brake lining there is 40% *more material* than in ordinary brake lining. This additional body gives a closer texture which is made tight and compact by *hydraulic* compression under 2000 lbs. pressure. In addition to this, Ther-

moid is *Grapnalized*, an exclusive process in manufacture, which enables it to resist moisture, oil and gasoline.

National advertising

Our big advertising campaign is educating motorists to the difference between the compact texture of Thermoid and the loosely woven texture of ordinary brake lining. Take advantage of this campaign by stocking Thermoid, the brake lining that motorists want.

Every foot of Thermoid is backed by *Our Guarantee: Thermoid will make good — or WE WILL.*



This chart shows the distances in which a car should stop, at any given speed, if the brakes are efficient

Thermoid Rubber Company

Factory and Main Offices
Trenton, N. J.

New York Chicago San Francisco Detroit
Los Angeles Philadelphia Pittsburgh
Boston London Turin Paris

Canadian Distributors

The Canadian Fairbanks-Morse Company
Limited, Montreal

Branches in all principal Canadian cities



Makers of "Thermoid-Hardy Universal Joints" and "Thermoid Crolide Compound Tires"

	Per Cent Increase	Paragraph Section		Per Cent Increase	Paragraph Section
Kimonos	10 (on amt. in exc. of \$15) ..	20 904	Rackets, tennis...	10	5 900
Knives, bowie	10	11 900	Records, musical...	5	4 900
Knives, dirk	100	12 900	Reels, fishing...	10	5 900
Knives, hunting...	10	11 900	Riding habits...	10	18 900
Lacrosse sticks...	10	5 900	Robes, bath...	10 (on amt. in exc. of \$7.50) ..	9 904
Lamps	10 (on amt. in exc. of \$25) ..	6 904	Robes, lounging ..	10 (on amt. in exc. of \$7.50) ..	9 904
Lamp shades	10 (on amt. in exc. of \$25) ..	6 904	Rods, fishing	10	5 900
Lighting fixtures...	10 (on amt. in exc. of \$25) ..	6 904	Rugs	10 (on amt. in exc. of \$5) ..	1 904
Liveries	10	17 900	Shades, lamp.....	10 (on amt. in exc. of \$25) ..	6 904
Livery boots	10	17 900	Snells (for fire-arms)	10	10 900
Livery hats	10	17 900	Shirts, men's.....	10 (on amt. in exc. of \$3) ..	18 904
Lounging robes...	10 (on amt. in exc. of \$7.50) ..	9 904	Shoes, boys'.....	10 (on amt. in exc. of \$10) ..	14 904
Mallets, polo.....	10	5 900	Shoes, men's.....	10 (on amt. in exc. of \$10) ..	14 904
Marine glasses ..	5	— 905	Shoes, misses'...	10 (on amt. in exc. of \$10) ..	14 904
Masks, baseball ..	10	5 900	Shoes, women's ..	10 (on amt. in exc. of \$10) ..	14 904
Men's boots	10 (on amt. in exc. of \$10) ..	14 904	Shoes, baseball...	10	5 900
Men's caps	10 (on amt. in exc. of \$2) ..	13 904	Shopping bags...	10 (on amt. in exc. of \$7.50) ..	5 904
Men's hats	10 (on amt. in exc. of \$5) ..	12 904	Shooting gar-ments	10	18 900
Men's hose	10 (on amt. in exc. of \$1) ..	16 904	Silk hose, boys'..	10 (on amt. in exc. of \$1) ..	16 904
Men's neckties...	10 (on amt. in exc. of \$2) ..	15 904	Silk hose, men's..	10 (on amt. in exc. of \$1) ..	16 904
Men's neckwear...	10 (on amt. in exc. of \$2) ..	15 904	Silk hose, misses'	10 (on amt. in exc. of \$2) ..	17 904
Men's pajamas...	10 (on amt. in exc. of \$5) ..	19 904	Silk hose, women's	10 (on amt. in exc. of \$2) ..	17 904
Men's pumps.....	10 (on amt. in exc. of \$10) ..	14 904	Stockings, silk... (on amt. in excess of \$1 and \$2)	16 & 17	904
Men's shirts.....	10 (on amt. in exc. of \$3) ..	18 904	Boys'	10 (on amt. in exc. of \$1) ..	16 904
Men's shoes	10 (on amt. in exc. of \$10) ..	14 904	Men's	10 (on amt. in exc. of \$1) ..	16 904
Men's slippers ..	10 (on amt. in exc. of \$10) ..	14 904	Misses'	10 (on amt. in exc. of \$2) ..	17 904
Men's stockings...	10 (on amt. in exc. of \$1) ..	16 904	Wom n's	10 (on amt. in exc. of \$2) ..	17 904
Metallic knuckles	100	12 900	Skates	10	5 900
Misses' bonnets...	10 (on amt. in exc. of \$15) ..	11 904	Skis	10	5 900
Misses' boots	10 (on amt. in exc. of \$10) ..	14 904	Slippers, boys'..	10 (on amt. in exc. of \$10) ..	14 904
Misses' hats	10 (on amt. in exc. of \$15) ..	11 904	Slippers, men's...	10 (on amt. in exc. of \$10) ..	14 904
Misses' hoods	10 (on amt. in exc. of \$15) ..	11 904	Slippers, misses'...	10 (on amt. in exc. of \$10) ..	14 904
Misses' hose	10 (on amt. in exc. of \$2) ..	17 904	Slippers, women's	10 (on amt. in exc. of \$10) ..	14 904
Misses' pumps...	10 (on amt. in exc. of \$10) ..	14 904	Smoking coats...	10 (on amt. in exc. of \$7.50) ..	9 904
Misses' shoes	10 (on amt. in exc. of \$10) ..	14 904	Smoking jackets...	10 (on amt. in exc. of \$7.50) ..	9 904
Misses' Slippers...	10 (on amt. in exc. of \$10) ..	14 904	Smoking stands..	10	15 900
Motor boats	10	20 900	Snowshoes	10	5 900
Motorcycles	5	2 900	Sporting goods...	10	5 900
Motorcycle parts	2 & 5	3 900	Stands, smoking..	10	15 900
Music boxes	5	4 900	Stilettos	10	12 900
Neckties, boys'..	10 (on amt. in exc. of \$2) ..	15 904	Suit cases	10 (on amt. in exc. of \$25) ..	4 904
Neckties, men's..	10 (on amt. in exc. of \$2) ..	15 904	Sunshades	10 (on amt. in exc. of \$4) ..	7 904
Neckwear, boys'..	10 (on amt. in exc. of \$2) ..	15 904	Sword canes	100	12 900
Neckwear, men's.	10 (on amt. in exc. of \$2) ..	15 904	Talking machines.	5	4 900
Nets, racket.....	10	5 900	Tennis balls.....	10	5 900
Paddles (canoe)...	10	5 900	Tennis rackets ..	10	5 900
Pajamas	10 (on amt. in exc. of \$5) ..	19 904	Thermos bottles...	5	14 900
Parasols	10 (on amt. in exc. of \$4) ..	7 904	Thermostatic bottles	5	14 900
Pelt, articles made of	10	19 900	Tires, automobile and motorcycle.	1, 2, 3 & 5	3 900
Petroleum jellies..	1 (for each 25c or fraction) ..	1 907	Toboggans	10	5 900
Petticoats	10 (on amt. in exc. of \$15) ..	20 904	Trunks	10	— 904
Phonographs	5	4 900	Umbrellas	10 (on amt. in exc. of \$4) ..	7 904
Photographic films	10	8 900	Uniforms, baseball	10	5 900
Photographic plates	10	8 900	Uniforms, basket-ball	10	5 900
Pleasure boats...	10	20 900	Valises	10 (on amt. in exc. of \$25) ..	4 904
Pocket books.....	10 (on amt. in exc. of \$7.50) ..	5 904	Waistcoats, men's	10 (on amt. in exc. of \$15) ..	10 904
Polo mallets	10	5 900	Waists	10 (on amt. in exc. of \$15) ..	20 904
Pools balls	10	5 900	Watches	5	— 905
Pool tables	10	5 900	Weighing machines	10	16 900
Porcelains, art...	10	— 902	Women's boots...	10 (on amt. in exc. of \$10) ..	14 904
Precious metals—Articles made of ..	5	— 905	Women's hats ..	10 (on amt. in exc. of \$15) ..	11 904
Articles ornamented with...	5	— 905	Women's hoods...	10 (on amt. in exc. of \$15) ..	11 904
Pumps, boys'	10 (on amt. in exc. of \$10) ..	14 904	Women's pumps...	10 (on amt. in exc. of \$10) ..	14 904
Pumps, men's.....	10 (on amt. in exc. of \$10) ..	14 904	Women's shoes...	10 (on amt. in exc. of \$10) ..	14 904
Pumps, misses'...	10 (on amt. in exc. of \$10) ..	14 904	Women's silk hose	10 (on amt. in exc. of \$2) ..	17 904
Pumps, women's..	10 (on amt. in exc. of \$10) ..	14 904	Women's slippers.	10 (on amt. in exc. of \$10) ..	14 904
Purses	10 (on amt. in exc. of \$7.50) ..	5 904			
Racket covers...	10	5 900			
Racket presses...	10	5 900			

HALLADAY

Satisfaction That Makes New Business and New Customers

There is a big demand for the Halladay Direct Suspension Shock Absorber because it is the first Shock Absorber that has ever had the capacity to take the jolts and jars out of the light little Ford.

When you sell a Halladay, you have made a new customer—the kind that come back for more.

The Halladay builds the kind of business for you that is permanent and means real profits.

Sold strictly upon its merits and guaranteed to give satisfaction.

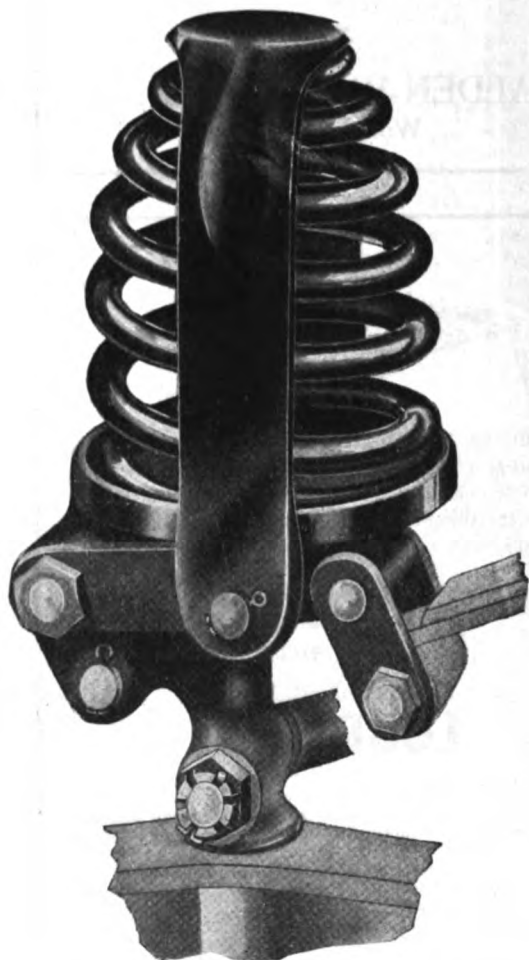
Live hardware dealers are “cashing in.” You should, too. Write for all the particulars today.

==
**L. P. HALLADAY
COMPANY**

Manufacturers of

**Bumpers, Shock Absorbers and
Automobile Accessories**

560-570 Monroe St., Streator, Ill.



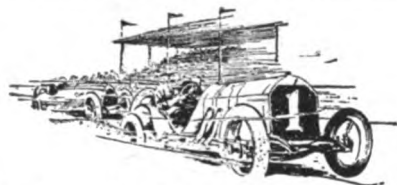


FOR EVERY
MOTOR NECESSITY

SEND FOR CATALOG NO. 250



WALDEN-WORCESTER, Inc.
Worcester, Mass.



The fact that Dixon's Graphite Transmission and Differential Lubricant is regularly used by practically all the great racing drivers is sufficient proof of its superiority over all others.

DIXON'S
GRAPHITE
Transmission and Differential
LUBRICANT

Dixon's Graphite Transmission and Differential Lubricants are made from a selected flake graphite—scientifically combined with the highest grade oils and greases—and produced in the proper consistencies to meet the special needs of the driving mechanism.

You should be getting the Dixon's Lubricant business in your community. We will gladly help you. Write for Booklet 230-G.

Made in JERSEY CITY, N. J., by the
Joseph Dixon Crucible Company

Established 1827



O. S. CRENSHAW

SIMMONS HARDWARE CO. OPEN EXPORT OFFICE IN SAN FRANCISCO

The Simmons Hardware Co., of St. Louis, have opened an export office in San Francisco, under the direction of O. S. Crenshaw, who has been identified with them for almost a quarter of a century.

One does not have to talk long with Mr. Crenshaw to discover that he comes from "Gray & Dudley land," known in geography as Tennessee, claiming as the place of his nativity Murfreesboro.

Mr. Crenshaw's father was a cotton grower, and he naturally got into the habit of going to retail hardware stores, and this naturally led to his first position, which he took when he was 18 years old, with the firm of I. C. Barlow, now known as the Arkansas & Mississippi Hardware Co., of Helena, Ark.

He remained with them until 1895, when looking for a larger institution, he chose the biggest one he could find, the Simmons Hardware Co. He has been with them continuously for the past 24 years.

The first two years was spent in learning the business as a helper, and he has been with them continuously for the following 22 years as one of their Colorado representatives.

Colorado is a big hardware field, and it is but natural that a big hardware man should represent the Simmons Hardware Co. in that territory. His acquaintance covers not only every merchant, but every clerk, as well as the members of their various families throughout Colorado and New Mexico.

Under Mr. Crenshaw's direction, and with the well-known activity of the Simmons Hardware Co., it is expected that their export business will be materially increased. In fact they already do a very large business throughout the Orient and in the islands of the Pacific, and the opening of their San Francisco office is in line with their policy of giving better facilities and cooperation to their distributors.

A new enterprise at Centralia, Washington, is the Holly Mar Co., which will open about the first of the month. The members of the new firm are E. A. Hollingworth, formerly of Doty, Washington, and F. H. Mañ, of Bunker, Washington. They will make a specialty of light hardware, cutlery, building material and auto accessories.

Dealers handling SPLITDORF Spark Plugs have trebled their sales during the past year.

Are you one of the dealers profiting from the prestige of Splitdorf spark plugs, the Plug with the Green Jacket? Co-operate with the constantly growing national advertising campaign, that is continually increasing the demand for Splitdorf plugs—the Plug with the Green Jacket—a campaign that is reaching over seven million readers every month.

You will enjoy a very fair profit from a plug that America knows is entirely dependable—a plug that is unbreakable, a plug that is in demand and a plug that is a real profit maker—the Plug with the Green Jacket.

Sales helps in literature, window transparencies, etc., are available through your jobbers.

SPLITDORF ELECTRICAL CO. NEWARK, N. J.

Sumter Division: 1466 Michigan Ave., Chicago

SERVICE STATIONS

Atlanta, 10-12 E. Harris St.	Newark, 278 Halsey St.
Boston, 68 Brookline Ave.	New York, 7 W. 61st St.
Chicago, 2613 S. Mich. Av.	Philadelphia, 210 N. 13th St.
Dallas, 402 S. Ervay St.	Pittsburgh, 5943 Ellsworth Ave.
Detroit, 1295 Woodward Av.	San Francisco, 1022 Geary St.
Kansas City, 1827 Grand Av.	Seattle, 1628 Broadway
Los Ang., 1215 S. Hope St.	Toronto, 469 Yonge St.
Minn'polis, 816 Henn'pin Av.	

Manufacturers of AERO, DIXIE and SUMTER
Magnetos, Oscillating Magnetos and
Starter Couplings.

Splitdorf Advertising is appearing in the following Farm Papers:

Progressive Farmer, Birm'gham, A.	182,794
California Cultivator, Los Angeles	32,000
Pacific Rural Press, San Francisco	27,589
Idaho Farmer, Boise, Idaho	24,690
Southern Ruralist, Atlanta, Ga.	297,766
American Fruit Grower, Chicago	176,505
Breeder's Gazette, Chicago, Ill.	87,503
Prairie Farmer, Chicago, Ill.	110,195
Orange Judd Farmer, Chicago, Ill.	129,651
Indiana Farmer's Guide, Huntingdon, Ind.	129,638
Iowa Homestead, Des Moines, Ia.	143,808
Successful Farming, Des Moines, I.	809,515
Farmer & Breeder, Sioux City, Ia.	81,677
Kimball's Dairy Farmer, Waterloo	155,294
Farmer's Mail & Breeze, Topeka	107,512
New England Homestead, Springfield, Mass.	54,366
Michigan Farmer, Detroit, Mich.	71,469
Farmer, St. Paul, Minn.	131,148
Journal of Agriculture, St. Louis	213,894
Farmer & Stockman, Kansas City	115,237
Star, Kansas City, Mo.	354,614
Nebraska Farmer, Lincoln, Neb.	122,508
Rural New Yorker, New York	165,538
American Agriculturist, New York	100,000
Ohio Farmer, Cleveland, Ohio	123,176
Oklahoma Farmer & Stockman, Oklahoma City, Okla.	147,251
Oregon Farmer, Portland, Ore.	18,145
Pennsylvania Farmer, Philadelphia, Pa.	51,912
National Stockman & Farmer, Pittsburgh, Pa.	130,476
Dakota Farmer, Aberdeen, S. D.	58,156
Southern Agriculturist, Nashville	144,066
Farm & Ranch, Dallas, Texas	96,000
Washington Farmer, Spokane, Wn.	13,490
Southern Planter, Richmond, Va.	90,000
Hoard's Dairyman, Fort Atkinson	70,000
Wisconsin Farmer, Madison, Wis.	81,614
Canadian Countryman, Toronto	35,802
Nor'west Farmer, Winnipeg, Can.	36,241
Total	4,921,240

The Literary Digest

No Broken

The Plug with the Green Jacket

THE SATURDAY EVENING POST

Why gamble when you buy spark plugs

SPLITDORF

SPARK PLUGS

Plugs that can break, when you can buy Splitdorf plugs, "the Plug with Green Jacket" are a waste of money. They are made of the best materials and are constructed so that they will not break. They are the only plugs that are guaranteed to last. They are the only plugs that are made in America. They are the only plugs that are made by the Splitdorf Spark Plug Company. They are the only plugs that are made in Newark, N. J.

Manufacturers of AERO, DIXIE and SUMTER Magnetos, Oscillating Magnetos and Starter Couplings



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle.

THAT IS WHAT YOU GET FROM THE

Red Seal Dry Battery

"THE GUARANTEE PROTECTS YOU" AGAINST YOUR NOT GETTING SERVICE

Ask Your Dealer

Manhattan Electrical Supply Co., Inc.

New York Chicago St. Louis
17 Park Place 114 S. Wells St. 1106 Pine St.
604 Mission St. San Francisco
Factories: Jersey City, N. J.; Ravenna, Ohio;
St. Louis, Mo.



G. R. LUNDAME

BLACK & DECKER OPEN NEW YORK OFFICE

Black & Decker Mfg. Co., Baltimore, Maryland, well known manufacturers of portable electric tools, electric air compressors and special machinery, have just opened their New York Office, room 2920 Equitable building, which will be under the supervision of G. R. Lundame, who will have charge of the distribution of Black & Decker products in New York City and surrounding territory, including Connecticut.

Mr. Lundame was formerly connected with the Thos. B. Jeffery Co., Kenosha, Wis., and eventually became service manager of their Kausus City Plant. He subsequently handled the Jeffery car for the state of Illinois, and has recently been connected with the Findeisen & Kropf Mfg. Co., Chicago.

In line with their policy to give the best possible service, and to have convenient representatives throughout the country, Black & Decker Co. now operate branches in New York, Philadelphia, Atlanta, San Francisco, Chicago, Detroit, Columbus, Buffalo and Boston, with general offices at Baltimore, Maryland.

They also have foreign connection in England, France, Norway, Sweden and Japan.

Correspondence that may be addressed to their nearest office will receive prompt and courteous attention at the hands of their representatives.

In line with their policy to offer the best service possible, the Thermoid Rubber Co. have been placing a number of agencies throughout the West. Among the most recent ones is E. S. Robinson, of Tacoma, Wash.; C. S. Corbitt, Puyallup, Wash.; Menson & Merrifield, South Tacoma, Wash.; J. Y. Case, Orting, Wash., and Leslie Kipper, at Eatonville. Wakefield Bros. are also handling the line at Elma, Wash.; G. E. Wakefield at McCleary, Wash., where he operates the McCleary garage.

The California Hydraulic Engineering & Supply Co., San Francisco, are the California distributors for the Universal Milking Machine and the Duro Residence Water Supply Co. systems.

Dealers are reporting a good business throughout their territory on both of these lines.

They will be glad to give full information to any of our readers who may be interested in any of these systems.

MOTOR MERCANTILE COMPANY

Wholesale



Exclusively

AUTOMOTIVE PARTS EQUIPMENT AND SUPPLIES

Distributors for

Motul and Cydrene Oils,
Gearese and Cupese
Columbia Storage Batteries
Stanley Self-oiling Springs
Johnston Curtain Windows
Kay Bee Spotlights
Fafnir Bearings
Zenith Carburetors
Reliable Jacks
Lenox Hack Saw Blades
"Dri-Kure-Retarder" Vulcanizer
Edison Mazda Lamps
Rives' Pedal Pads

"Genemotor" Ford Starting and Lighting System
Arrow Grip Truck Chains
Aluminite Solder
Gitts Oil Cups
Ford "Ever-Safe" Brake Shoes
Raybestos, Non-burn and Thermoid Brake Linings
Chase Auto Top and Upholstery Materials
"Rie-Nie" Winter Fluid
Vulcanizer Tools, Supplies and Equipment

And a Complete Line of Mechanics' Tools and Garage Equipment

New 1919 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City



HARTFORD TIRES

—for Safety

JUST as steel-flanged wheels guide the heavy, swaying load safely across the continent, so do reliable **HARTFORD TIRES** engage the road on rows of deep-set rubber "flanges" or treads, holding your customer's motor securely to its course.

To the motorist, **HARTFORD TIRES** offer the maximum of insurance in resiliency, mileage and safety.

To the dealer, assurance of greater profits.

Hartford Rubber Works Co.
1790 Broadway New York

HARTFORD DISTRIBUTORS

Albany Hdw. & Iron Co., Albany, N. Y.
Auto Supply Co., Scranton, Pa.
Bent, McCarthy & Rogers, Buffalo, N. Y.
Belknap Hdw. & Mfg. Co., Louisville, Ky.
Bliss, Mire & Sullivan Hdw. Co., Atchison, Kan.
Bostwick-Braun Co., Toledo, O.
Burhans & Black, Inc., Syracuse, N. Y.
Crompton Co., B. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Delaware Elec. & Supp. Co., Wilmington, Del.
Dils & Son Co., H. P., Parkersburg, W. Va.
Downing Electrical Co., Des Moines, Ia.
Economy Auto Supply Co., Newark, N. J.
Ferguson & Adsit Co., Burlington, Vt.
General Auto Supply Co., Amarillo, Texas
General Auto Supply Co., Colorado Springs, Colo.
Goodby-Rankin Co., Providence, R. I.
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Knapp & Spencer Co., Sioux City, Ia.
Marshall-Wells Co., Duluth, Minn.

Marshall-Wells Co., Portland, Ore.
Marshall-Wells Co., Spokane, Wash.
Martin-Evans Co., Brooklyn, N. Y.
May Hdw. Co., F. P., Washington, D. C.
Morley Bros., Saginaw, Mich.
Morley-Murphy Hdw. Co., Green Bay, Wis.
Motor Supply Co., Pittsburgh, Pa.
Myers, Harper & Co., York, Pa.
Nelson & Price, Los Angeles, Cal.
Pneumatic Tire Rep. Co., Philadelphia, Pa.
Prussia Hardware Co., Fort Dodge, Ia.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Ehleman & Co., New Orleans, La.
Siedlitz & Seefeld Co., Milwaukee, Wis.
Supplier-Biddle Hdw. Co., Philadelphia, Pa.
Tracy-Wells Co., Columbus, Ohio.
Varney Elec. Supp. Co., Indianapolis, Ind.
Weed & Co., J. D., Savannah, Ga.
Wilson Hdw. Co., E. L., Beaumont, Texas
Wilson & Pugh Co., Cumberland, Md.
Witte Hardware Co., St. Louis, Mo.
Worthington Co., Geo., Cleveland, O.



Hartford Strongheart Hartford Plain
Cord Tread "H" Tread Tread



HARDWARE MERCHANTS DESIRABLE
ACCESSORY DISTRIBUTORS

The experience of manufacturers as well as jobbers in accessory lines is unanimously to the effect that hardware merchants are most desirable distributors of automobile accessories, including tires, lubricating oils, in fact every line of automotive equipment.

We recently received several letters from manufacturers and jobbers on this point, who while not caring to be quoted, criticised the general inefficiency and poor business training of the ordinary garage man.

True, there is no rule without exceptions, but speaking generally, they say when one goes into a garage he generally finds the owner or the mechanic underneath the car, covered with grease, and he doesn't care to go into his office and sell you a spark plug, or give you any selling ideas or suggestions, as to why one lens is better than another, or the various conveniences and equipment necessary for the automobile.

He doesn't even discourse on the quality of the lubricating oil which he is carrying. His principal business and object in life is that of a mechanic and repairing the car.

This is not meant as any reflection, because he hasn't been trained along these lines. Generally they have graduated into the business as a mechanic and follow along the line of least resistance.

When the motorist wants supplies for his machine he will naturally stop at a hardware store to get them.

He knows that the hardware merchant naturally carries tools, wrenches, pliers, screw drivers, all that he may be in need of, and it is the most natural thing to ask him what line he carries in tires, spark plugs, lubricating oils, lenses, etc.

Moreover the hardware merchant, as a rule, is up to date and experienced. He is clean-cut, honorable, upright, he handles merchandise on a small margin of profit, has a good reputation in his community, has the necessary facilities for the proper display and sale of accessories; his clerks are encouraged and trained along salesmanship lines, while the garages are those who, as a rule, are here today and gone tomorrow, generally without financial standing.

Mr. Bilderson prided himself on his good appetite. He was dining with a friend recently and did his best to keep his host and hostess, with their six-year-old daughter, amused, and at the same time managed to do ample justice to the good things provided.

"Oh, dear, Mr. Bilderson," remarked the little one, after the guest's wittiest sally, "I wish you'd come here to dinner every day!"

Bilderson beamed satisfaction. "Do you, dear?" he smiled. "Why?"

"Cause," came the reply, as the observant maiden glanced 'round the table, "cause there wouldn't be anything cold to eat the next day."

Trade Mark Reg. U. S. Pat. Off.

UNIVERSAL

"Most Ford owners will renew the transmission linings themselves. This package is just what they need."

TRANSMISSION LINING

The sure money maker for live dealers—

Not alone because it is the best of cotton linings;

Not alone because it gives longer service;

Not alone because it is absolutely chatterless;

Not alone because it is slip-proof, oil-proof and water-proof;

But also because our

Handy Set for Fords

including the three proper lengths for Ford transmission bands and all rivets required, is now put up in a display carton that makes selling easy. As readily sold as a package of tacks and a lot more profitable.

Get our quantity prices—
on our special selling carton

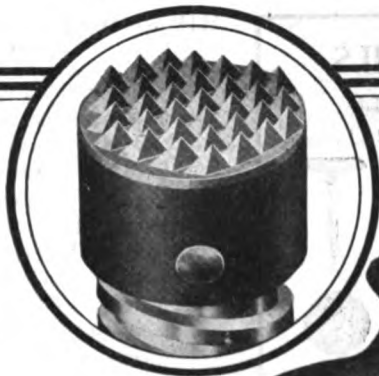
STAYBESTOS MFG. CO.

The "Modern" Factory,
equipped to make all
types of brake lining
and all widths up
to six inches.
5547 Lema St.,
Philadelphia,
Pa.

\$1.25

COMPLETE





Jack your car on ball bearings

A FEW easy turns on the long handle and your car is raised. To lower it, merely reverse the turns and pull the jack out by the handle.

You perform every operation without once getting under the car.

The diamond point hardened steel top with bull-dog grip bites the axle and holds it firm. There is no danger of slipping. You can avoid having the tire rim fall on a deflated tire.

Kimball Jacks sell fast because every time you use this jack you give a demonstration. Motorists everywhere want the Kimball because it is reliable and easy to use. Stock it and sell more jacks.

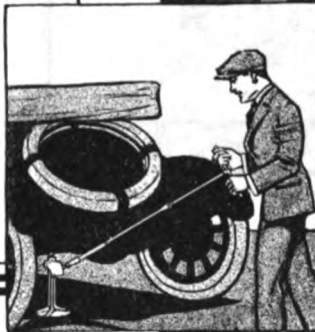
PRICES

Size	Minimum Height	Extended Height	Price
No. 1	9 in.	15 in.	\$7.50
No. 3	11 in.	18 in.	7.50
No. 4	12 in.	20 in.	7.50

Kimball Special Truck Jack that easily raises any style truck sells for \$17.00

SALES DEPARTMENT

EDWARD A. CASSIDY CO., Inc.
Madison Avenue at 40th Street, New York
Manufacturers, F. W. Mann Co., Milford, Mass.



Every operation of raising and lowering without even stooping. You can avoid dirt and grease, eliminate all chance of ruining clothing and injuring hands.

KIMBALL AUTO BALL BEARING JACK

LEATHERMET NAILS**UPHOLSTERING NAILS**

in a wide range of sizes and styles, and made to match any shade of upholstery or leather in plain or Spanish effects.

Complete Line With
Prices Shown in
Catalog. Write For It.

THE BREWER-TITCHENER CORP.
CORTLAND, NEW YORK

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin G-5.

Curtis Pneu. Mchy. Co.

1512 Klenlen Av., St. Louis
530-L Hudson Term., N. Y.

Profitable sales invariably follow wherever this remarkable gear lubricant is properly displayed. Write for Dealer proposition.

SWAN & FINCH CO., 165 Broadway, New York City
NORMAN COWAN, Pacific Coast Representative, San Francisco, Cal

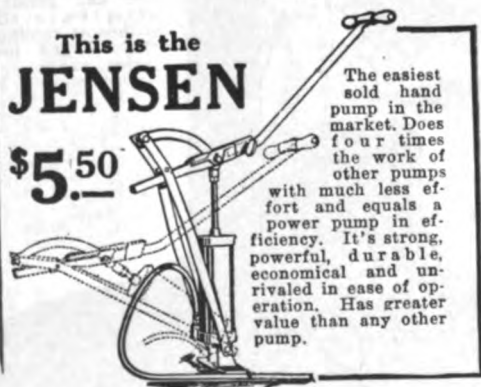
not a squeak
out of the
old gears!



GEARESE

This is the
JENSEN

\$5.50



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois

MID-SUMMER NORTHWEST CONVENTION AT SEATTLE

Two days of practical discussion of hardware problems by practical hardware men marked the mid-summer convention of the Pacific Northwest Hardware and Implement Association at Seattle on May 14 and 15. As the constitution of the association provides that all business be transacted at the winter meeting at Spokane, no official matters came before the convention.

F. A. Ernst, who is vice-president of the association and ex-officio president of the Western section, was the active and provident chairman of the convention. Within the last few months he has sent a member of his organization at Seattle on a trip throughout the United States to visit leading retail hardware stores and investigate their methods. Such matters as accounting, advertising, inventories, stock arrangements, window dressing, price changing, daily reports, and other merchant's problems were reported upon, and all of this data was presented freely to the convention, as a basis for its discussion and exchange of ideas.

Headquarters and meetings were at the Army and Navy Club. Among the social features of the convention were a lunch by the Seattle Hardware Club, a banquet and entertainment by the hardware jobbers of Seattle, a lunch and inspection at the plant of the Black Manufacturing Co. and a dinner by the Seattle Hardware Co. at its new dining room in its office building.

Fifty members of the association were in attendance.

Nowhere in the West, perhaps nowhere in the United States, is more evident the value of cooperation and united action by the trade than in the Northwest, where these earnest, progressive merchants and jobbers work and think together. Secretaries E. E. Lucas and C. L. Moore keep a very close hold on the pulse of their section in connection with the hardware conditions and their spirit is typical of the other officers and members of the association.

In a later issue of the **HARDWARE WORLD** a more extended account of the material resulting from the discussion at the recent convention will be given.

J. C. Brown, who recently purchased Trembley Bros.' hardware stock at Reedley, Cal., expects to materially add to his stock, and will handle full lines of hardware, automobile accessories, household furnishings, farm implements, engines, etc.

"Don't yo' know I tol' yo' not to go swimmin' wid no white trash chillun, eh?" sternly asked Sambo Johnsing. "But he wa'n'a white before we went in," replied Sambo's small son.

DU PONT AMERICAN INDUSTRIES

Stock




The
Tar, Oil
Grease
and Grime
Remover
and Cleaner
that

SELLS ITSELF

This season the demand for Pontoklene, the tar remover without a rival, will break all records. There will be more freshly tarred roads than ever before. Four ordinary seasons of road building and repairing will be crowded into one. Pontoklene will be an indispensable part of every motorist's equipment.

To show just how good Pontoklene is, we supply with every initial order for a case or more of Pontoklene a case of sample cans for free distribution by the dealer to his customers. Additional samples are furnished from time to time in reasonable quantities upon request. As a result of the liberal sampling, Pontoklene literally **sells itself**.

We also supply each dealer with circulars, imprinted with his name and address, hangers, road signs, show cards, envelope enclosures and electros.

The tar season will soon be here. Get ready for the big demand for the **only** tar remover and cleaner. Order a stock of Pontoklene **today** of your jobber or through our nearest office. We will see that you are supplied promptly with advertising matter. **Do not delay.**

DU PONT CHEMICAL WORKS

WILMINGTON, DELAWARE

BRANCH OFFICES

New York, Boston, Chicago, San Francisco, Columbus

THE PRINCIPAL DU PONT PRODUCTS

Chemicals, Lacquers, Enamels, Pigments, Colors in Oil, Dyestuffs, Paints, Varnishes, Stains, Fillers, Pyroxylin Plastics, Leather Substitutes, Cleanable Collars and Cuffs, Explosives.

When in Atlantic City Visit Du Pont Products Store

DU PONT

GET ACQUAINTED WITH LONG HENRY

Designed to give the Ford car the most durable and efficient Spark Plug that money can buy.

Long Shell; Extra heavy Insulator and Electrode.

Long Hex; Any wrench fits it.

Long Base; Puts the spark down into the heart of the gas.

"The Spark Plug that Brings Repeat Orders"

**AUBURN IGNITION
MFG. CO.
AUBURN, N. Y.**

Western Representatives
MITCHELL MFG. CO.,
San Francisco, Cal.



THE THINGS YOU DO THAT COUNTS

It isn't the job we intended to do
Or the labor we've just begun
That puts us right on the ledger sheet,
It's the work we have really done.

Our credit is built upon the things we do
Our debit on things we shirk,
The man who totals the biggest plus
Is the man who completes his work.

Good intentions do not pay bills
It's good enough to plan.
To wish is the play of an office boy;
To do is the job of a man.

NOW READY FOR USUAL BUSINESS

Butterfield & Co., Inc., of Derby Line, Vt., one of the largest and best known manufacturers in the United States of taps, dies screw plates and reamers, announce their complete recovery from a condition which made it impossible to supply tools during the war to only those working on munitions or for the United States Government.

Catalog No. 17, which is one of the most comprehensive small tool catalogs ever published, has recently been issued and will be sent to anyone upon request.

Butterfield & Co., are now in a position again to supply their celebrated lines of Reece's and Derby Screw Plates immediately upon receipt of order, and every hardware jobber who does not stock them is missing a splendid opportunity to extend their trade and increase their profits very materially. This statement may also be made in regard to the entire "Butterfield" line.

Within the last year or two, a store has been established at 11 South Clinton street, Chicago, Ill., so that their customers in the Middle and Western States might be the better cared for.

WISHES TO REPRESENT AMERICAN MANUFACTURERS

B. J. Goddard, of Clayton, Talbot Road, Tottenham N. 15, London, England, advises us he has been a buyer of English hardware for many years, advises us he is now interested in American imports, especially cabinet hardware.

He considers he is in position to make suggestions which would create many improvements in the general cabinet hardware used, and will be glad to get in touch with manufacturers.

The Helmer Hardware Co., Rosalia, Washington, who recently purchased the Pine City Hardware Store, Pine City, Washington, will continue to operate it. They also have a branch store in Thornton, Wash.

D. B. Parks, who recently took charge of the business of D. Thornton & Son, Gilroy, California, has purchased the business, including the harness shop and equipment. The new firm name will be D. B. Parks & Co.

The Western Implement & Seed Co. recently opened a business at Chehalis, Washington, and will handle full lines of farm machinery and supplies, as well as tractors and tractor tools. The company was organized by Messrs. Watson and Flemming. They report a splendid outlook.

"SHAKE" with DURO-LAC

An Efficient, Emulsified Automobile
POLISHER AND CLEANER



An IDEA woven in
contents and label
that forces attention.

Prepare for calls—
you will have them.

We will gladly supply
samples.

Ask your Jobber for
**DURO-LAC
Polish**

—the only source
of supply

International Sales Co.

522-526 West 9th Street
Los Angeles

MANUFACTURERS AND DISTRIBUTORS



Putting Steam on Wheels

NATHAN READ

Inventor of Multi-Tubular Boiler, High Pressure Engine, etc.
Born 1759 - Died 1849

He is credited with the invention of the machinery necessary to adapt Watt's stationary engine to "steam carriages" and steamboats. His multi-tubular boiler was portable because light, efficient because of its greater heating surface.

LESS iron and water—more steam; less dead weight—more live power, that was the solution of the steam transportation problem. There is a minimum of dead weight ("Tare") in every bale of Royal Cotton Waste—and a maximum of live power, of wiping capacity.

Too-much-and-upwards of dirty, heavy burlap and old metal bands or rope are paid for in purchases of old-fashioned Waste. A dead loss.

Royal "Tare" (wrappings) is limited by guarantee to 6% of light, clean burlap and new steel bands. A significant saving that will surely recommend Royal Cotton Waste to any buyer who buys on reason-why principles.

Ask your jobber or us for the Royal Sampling Catalogue; also for the booklet, "Producing the Fittest in Waste."

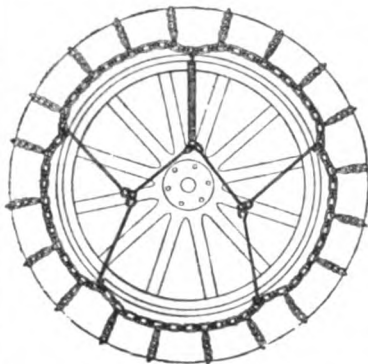
Our Trade Mark — Your Guarantee

ROYAL MANUFACTURING CO

General Sales Offices and Plant, RAHWAY, N. J.

New York Chicago Pittsburgh St. Louis Baltimore Boston San Francisco





**The Fastest
Selling
All-Year
Accessory
a Dealer
Can Handle**

Small investment — Good profit — Takes up little room — Every motorist needs them — And has no excuse for being without them at this price.

MERCHANT'S ANTI-SKID CHAIN TIGHTENER
\$1.00 A PAIR

If dealer does not handle, sold direct prepaid on receipt of price

Simple and easy to attach. You can slip it on a customer's car in about one minute, and it means a sale every time.

By a scientific arrangement of the steel rods we are able to equalize the work of ONE SPRING and give an equal tension at all points of contact with the chain, making this article FOOL PROOF, as it will allow the chain to CREEP as it should on any make of tire, at the same time take up the slack as the chain wears or the cross chains break, as it is adjustable.

JOBBER AND DEALERS:—Write at once for full particulars and generous terms, for now is the time to sell these things.

M. H. MERCHANT CORPORATION

236-238 Emma Street, Syracuse, N. Y.

GOOD RULES FOR BUSINESS MEN

Don't worry; don't overbuy; don't go security.
Keep a high vitality; keep insured; keep sober; keep cool.

Stick to chosen pursuits, but not to chosen methods. Be content with small beginnings and develop them. Be wary of dealings of unsuccessful men. Be cautious, but when a bargain is made stick to it. Keep down expenses, but don't be stingy. Make friends, but not favorites. Don't take new risks to retrieve old losses. Make plans ahead, but don't make them in cast iron. Don't tell what you are going to do until you have done it.

Frank Akins, of the firm of A. M. Akins & Sons, Lower Lake, California, have purchased the hardware business of Bert G. Sayre.

E. P. Lewis recently took possession of the Pioneer Hardware Co., Marshfield, Ore., and is sole owner. He purchased the business from Frank Hague.

The Distributors Corporation have recently put in a store at Spokane, Wash., making a specialty of the Hassler Shock Absorber for Ford cars and trucks. They are located at 1131 First Ave. The Distributors Corporation also maintain branches at Seattle, Los Angeles and San Francisco.

Sturgis & Storie, who recently took over the business of the E. L. Smith Co., Walla Walla, Wash., and Pendleton, Ore., have purchased the implement business of McCook & Bentley, Pendleton, Ore., and plan to add materially to the stock. Mr. Storie will remain in charge of the firm's business at Walla Walla and Mr. Sturgis at Pendleton.



MARSHALL-WELLS CATALOGUE

In keeping with all progressive institutions, Marshall-Wells Hardware Co. have issued their new accessory catalog, of which a reproduction of the front cover is shown, except that in the catalog it is gotten out in colors.

This catalog is attractively gotten up, giving full and complete information, and is valuable to have on hand for ready reference.

The hardware trade, both wholesale and retail, are now recognized as large factors in automobile accessories of every description.

When dollars are continuously rolling by a merchant's door, the natural thing to do is to divert some of them, at least, your way. This is easily done, and with far less effort than is required in some other lines.

Automobiles are an everyday necessity, and the accessories are of such wide variety and in such universal demand, there is always business to be had by making a little effort.

Such a catalog as this will give a merchant much valuable information.

MR. SCHWARTZ PURCHASES THE EMIL GROSSMAN MFG. CO.

L. M. Schwartz, of the Emil Grossman Mfg. Co., Brooklyn, N. Y., announces he has purchased the right, title and good will in the Emil Grossman Mfg. Co. and has acquired the trademark "Ever Good," which has identified high grade lines of Bumpers, Mirrors, Fan Belts, Timer and Spark Plug Wire Sets and other accessories, also including the trademark "Red Rib," which has been the distinguishing mark of their popular line of Ignition Cable and Lamp Cord.

It is his intention to continue as the source for the product which the trade has for ten years secured from the Emil Grossman Mfg. Company.

The Woodbury Lumber Co., Brewster, Washington, are adding a line of hardware to their stock.

E. I. du Pont de Nemours & Co. announce that Mr. T. E. Doremus has been transferred to the E. I. du Pont de Nemours Export Co., as general eastern manager, with headquarters in Shanghai, China, Mr. E. R. Galvin having been appointed manager of the sporting powder division to succeed Mr. Doremus.



**Absolute Dependability --- Insures
Heavy Sales**

Higgins Quality Springs for replacement are virtually indestructible.

The improved form of construction, no center hole, bolt or hump—combined with the wonderful toughness and pliancy acquired only through our perfected method of heat treatment guarantees the extreme of riding comfort—the limit of load capacity and elimination of breakage.

HIGGINS
QUALITY
SPRINGS
for all
PASSENGER CARS AND TRUCKS

Have definitely proved their superiority—their safety—and their economy to thousands of motorists. Their positive reliability insures profitable trade. Catalogue listing Replacement Springs for practically all motor driven vehicles and exceptionally liberal dealer's proposition upon request.

Write for them.

HIGGINS SPRING & AXLE CO.,

Dept. 641,

Racine, - Wisconsin





STOLL DUPLEX SUPPORT
FOR FORD RUNNING BOARDS

Simplest, strongest, easiest to install, and therefore the best of Running Board Supports. Examination will convince you. Once you see it there is no escaping the conviction that you should be selling it. Ultimately this will be the only support you sell. Why not begin now? Write us for the name of our jobber nearest you.

The Stoll Manufacturing Company
3246 Walnut Street, Denver, Colorado




DEATH OF W. W. PAGE, OF GENEVA CUTLERY CORPORATION

The hardware trade will be shocked to learn of the death of Wallace Welton Page, who for the past several years has been secretary and sales and advertising manager of the Geneva Cutlery Corporation, Geneva, N. Y.

Mr. Page died at his home in Geneva at about 9 o'clock on the evening of Tuesday, April 29, after a brief illness. A little more than a week previous to his death he had made an auto trip from Buffalo to Geneva and apparently contracted a slight cold, which developed into bronchial trouble and later into pneumonia.

Mr. Page was born April 1, 1881, in Rochester, N. Y., and was educated in the public schools and Mechanics' Institute of that city.

His career as a successful business man dated from the time when he was but 16 years old, when he established a weekly rural paper, which proved to be a successful business venture and which he later sold to the Rochester "Post-Express." Mr. Page at that time went to the "Post-Express" as circulation manager.

Previous to his connection with the Geneva Cutlery Corporation he was with the H. O. Company, of Buffalo, N. Y.; E. Kirstein & Sons Optical House, of Rochester, and the Standard Optical Company of Geneva.

On February 1, 1916, he became affiliated with the Geneva Cutlery Corporation as secretary and director and immediately took up the duties of sales and advertising manager of that organization.

The activities of Mr. Page have figured very materially in the phenomenal growth of the GENCO Razor industry, he having established this widely advertised trade mark.

At the time of his death in addition to his activities in connection with the Cutlery Corporation, Mr. Page was president of the National Wire Wheel Works, president of the Goodwin Press and a principal owner and officer of a large New York export corporation, and the director or principal owner of several other extensive operations.

Mr. Page was widely known and made fast friends among hundreds of men during his business career. He had a wonderfully attractive personality and a brilliant mind.

Mr. Page leaves a widow and five brothers and sisters.

F. R. Carroll, of Ringling, Montana, is building an addition to his store.



Hercules Cold Solder

Guaranteed to mend Holes, Cracks or Leaks in any kind of Metals, Aluminum, Granite Ware, Tin, Galvanized Ware, Brass, Iron, Lead, Gas, Steam and Water Pipes. Will make pipe joints tight and stop leaks and cracks in Cylinders, Gas Tanks and Automobile Radiators.

It is a necessity that you should supply.

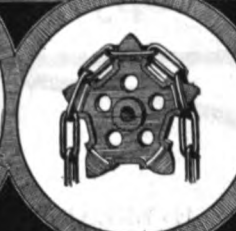
Order a carton from your jobber. If he cannot supply you, write, giving his name.

FREIDEN MFG. CO.
FACTORY, SAN DIEGO, CALIFORNIA



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain



The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

VETERAN MANUFACTURER AND INVENTOR DIES

The death of John Gilson, Sr., of Port Washington, Wis., recently reported in Milwaukee and Port Washington newspapers, marks the passing of a veteran in the field of iron working and inventive ingenuity. He was the inventor of the adjustable chair irons, which are used throughout the world today as supports for revolving office chairs, and the founder of the Gilson Manufacturing Co., of Port Washington. He was the second of his family in the iron working field, having been associated with his father in the foundry and machine shop under the firm name of Theo. Gilson & Son. With the invention of the chair iron, the Gilson Manufacturing Co. was organized, with John Gilson, Sr. as president, and he remained head of the business until ill health caused his resignation ten years ago. He recovered his health and in the past few years has been associated with his son, John E. Gilson, in the J. E. Gilson Co., founders and manufacturers of garden tools.

John Gilson, Sr., was identified with civic affairs in Port Washington throughout his long career, and did much for the industrial development of the city. He served on the city council a number of terms. His son, John E. Gilson, continues to represent the family in the manufacturing field, having developed the widely known line of Gilson Garden Tools, which has gained great popularity and widespread distribution throughout the hardware trade.

THE UAJUSTIT CAR

This four-in-one adjustable car
Suits children of many sizes;
You simply make adjustments,
Of course the car then rises.

Reeg, the Rymer.

PRICE CUTTING

Price cutting is a form of dissipation in modern business. When a man begins cutting prices, he takes his first nip of an intoxicant more seductive and more deadly in its effects than any alcoholic beverage. He creates straightway not only the appetite but often the necessity, through pressure of other price-cutting tipplers following the example, to have another, then "still another" and finally just "one more," until he is a confirmed under-selling, unfair-competing, business-wrecking, cost-ignoring inebriate; and to continue the similitude to its conclusion, like that other drunkard who has dallied not wisely or well with alcohol, we find them both sooner or later in the way of a sober, sensible business man, side by side in the gutter. If you would follow shun the tittle that is alluringly labeled, "cut rates."

CAN'T BE DONE

Enclosed please find check for renewal of subscription to the **HARDWARE WORLD** for ourselves and employees.

How anyone in the world could get along without the **HARDWARE WORLD** and try to run a hardware business is more than we can understand.

SUGAR CITY HARDWARE & LUMBER CO.
Sugar City, Idaho.

Mr. Dealer---Have you a copy of this catalog?



THIS EVEREADY LOOSELEAF CATALOG AND BUYER'S GUIDE is most complete, showing the full line of Daylo Cases, Tungsten Batteries, Automobile Lamps, etc.

This catalog should be in the hands of every hardware dealer as a ready reference and buyers' guide.

On account of the looseleaf feature and the necessity of keeping a record for the purpose of keeping this catalog up to date they are not distributed by our jobbers, but by us direct.

If you are not supplied, write us at once. There's a copy for you.

NATIONAL CARBON COMPANY, Inc.
San Francisco, California

BLACKHAWK

THE
AMERICAN



RUST PROOF
WRENCH



Combination Set No. 10

Blackhawk wrenches are carefully designed and machine turned to insure an accurate fit. They give better service to car owners and garage men and mean more sales for jobbers and dealers. Made of dependable materials, have Parker rust-proof finish. The Blackhawk line includes a wrench for every need—all guaranteed.

Sell your wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices.

Manufacturers: We make wrenches according to specifications.

C. N. & F. W. JONAS

REPRESENTATIVE FOR

AMERICAN GRINDER MFG. CO., Milwaukee, Wis.

WITH OFFICES AT

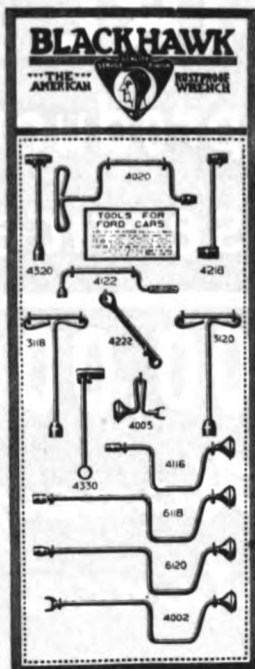
Transportation Building . . . CHICAGO
Equitable Building . . . LOS ANGELES
111 Montgomery St. . . SAN FRANCISCO
616 Pioneer Building . . . SEATTLE



Combination Set No. 8



Combination Set No. 4



Display Board No. 400
for Fords



Combination Set No. 6



Combination Set No. 2

Lane's "Unique" Ratchet Wrench Sets

FOR MACHINE SHOPS, GARAGES, MOTORISTS AND MECHANICS OF ALL TRADES. ENTIRELY MACHINE MADE



Ford Set

7-inch Handle, 6 Sockets and Extension Bar.



Standard Set

7-inch Handle, 7 Sockets

CARRIED
BY JOBBERS
IN
ALL PARTS
OF THE
WORLD

MANUFACTURED
ONLY BY



Super Unique Set

9-inch Handle, 15 Sockets and Extension Bar.



Off-Set Ratchet Screw Driver

6-inch Handle, 2 Interchangeable Bits.

WILL B. LANE - 180 North Dearborn Street, Chicago

OUR WRENCHES HAVE SOLD FOR 10 YEARS WITHOUT CHANGE OF CONSTRUCTION.

ROSE TIRE PUMPS

ROSE products satisfy
service pleases

OVER 1,000,000 IN USE

J. H. Haney & Co
Hastings Neb
MFGRS

ASK
YOUR
JOBBER



QUALITY

SERVICE

CLEVELAND BRANCH FOR OHLEN SAWS

The James Ohlen & Sons Saws Mfg. Co., of Columbus, Ohio, announces the opening of a new branch house at 1368 West Third St., Cleveland, Ohio. Mr. Robert H. Hunter, who for the past fourteen months has represented the Ohlen Company in Northern Ohio territory has been appointed manager of the new branch. The company now operates branches at Atlanta, St. Louis, New York City, Portland, Ore., and San Francisco, and the opening of the Cleveland branch is in line with the recently announced sales policy of the Ohlen Company's new board of directors to meet the requirements of the trade with additional distribution points.

The Ohlen Company has also enlarged its plant at Columbus, and increased its facilities by the erection of a new warehouse for the storage of raw materials, the building of a new machine shop, the installation of three new electrically controlled furnaces and flattening devices in its heat-treating departments, and the completion of a battery of ten new milling machines in its metal cutting band saw department. This building extension, and the installing of much added equipment has been made necessary because of the increased demand for Ohlen saws both at home and abroad. The Ohlen Company has always enjoyed a large export demand for its product, but during the past three years its foreign business has grown tremendously.

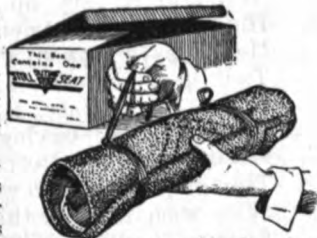
Ohlen Saws are made of Ohlen crucible saw steel. They have been sold the world over for more than sixty-five years. The complete Ohlen line—solid and inserted tooth circular saws, mitre and novelty saws, mill, pit, mulay drag and gang saws, cross cut, hand, hack and compass saws, and wood and metal band saws—is fully illustrated and described in a number of new catalogs and special pamphlets now ready for distribution. The trade will be supplied with literature and other selling helps upon application to the Ohlen Service Department, at the company's principal offices, Columbus, Ohio.

A COMFORTABLE SEAT

The Stoll Mfg. Co., Denver, manufacture a comfortable seat, which is indispensable for camping, hunting, fishing, boating, picnics and all outdoor excursions.

This is durable, rust-proof, well made, folds instantly, has no loose or complicated parts. It has a non-sag, adjustable top, all steel frame, black enameled; it is light in weight, handy and compact, and useful in a hundred ways.

This seat simply needs to be displayed in order to make sales. It retails for \$2.50. The Stoll Mfg. Co. will be glad to give full information to any of our readers upon request.



READING HARDWARE WORLD DEVELOPS WOMEN AS WELL AS MEN

I am just a little hardware girl, but I read your magazine regularly every month. I like it very much and get many helpful hints from it.

I notice you often ask for a laugh, or for your subscribers to send you in clippings, ideas and suggestions, so I am enclosing a few.

I have been clerking now for two years, and like it very much. I am interested in everything pertaining to the hardware business.

Wishing you continued success in the future.
Utah. WINONA CHRISTIAN.

Winners— every one

Mr. Dealer: Here are three "cracker-jack" sellers for your auto accessory department.

Every automobile owner will be interested in these specialties, for they all fill a long-felt want for articles of proven worth. Advertised in Saturday Evening Post and a long list of newspapers.

SPOK TITE

Swells Wood Is Not A Glue



Comes in handy cans with patented spout. By squirting SPOK-TITE in cracks at the hub, the wheels are made firm and solid.

Never fails to do the work.

TOPI TITE

THE DEPENDABLE DRESSING



A deep permanent black waterproof dressing for mohair and pantasote auto tops and leather seats. Preserves the texture.

KANTMAR Autowash



Cuts dirt, grease and moves and removes stain. Leaves the car with a fine lustre. Enough for 5 washes sells for 50c.

Our products have been on the market for the past two years and are winning a host of friends through sheer merit.

Now we have reached the point where we are going after national distribution through advertising in the Saturday Evening Post and a long list of newspapers, as well as by specialty salesmen.

Dealers will find our products move quickly and at a big profit and with satisfaction to the customer.

Give us a trial order.

FREE DEALER HELPS

We have an elaborate collection of fine window and counter trims and supply cuts for newspapers, envelope enclosures and personal letters.

We give the dealer REAL co-operation of the kind that sells our products for him.

WOOD TITE LABORATORIES,
Modesto, California

DEALERS— *This is a sample of the kind of advertising we are running in the National Magazines. Do you want to handle the orders from your territory?*

Kor-Ker

TIRE TREATMENT



What many autoists believed impossible has been accomplished

Tires can be made **puncture proof** and **leak proof**. For seven years and in **forty** different countries thousands of autoists have been enjoying the luxury of riding free from the worry or care of punctured tires.

Kor-Ker removes the bugbear of automobil-
ing.

Kor-Ker instantly and permanently heals punctures.

Kor-Ker stops slow leaks—makes tires non-porous.

Kor-Ker often gives 50% more mileage.

Kor-Ker keeps tires at normal inflation—no broken side-walls, rim cuts, chafed beads, etc.

Kor-Ker reduces possibility of blowouts to a minimum.

Kor-Ker saves many dollars a season.

Kor-Ker saves you the delay and bother—of a puncture on the road.

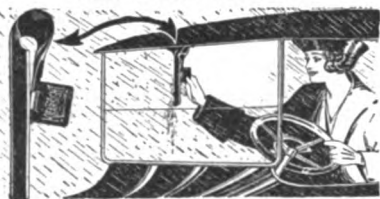
Correspondence invited with dealers everywhere

Our products are known wherever automobiles are used

Here's a Rapid Seller for you

KLEAR-SIGHT

Windshield Cleaner



See how simply it works. Just one easy motion across and instantly the windshield is cleared of rain or mist.

Car owners are demanding Klear-Sight because it is big value. Works simply and efficiently. Can be slipped on or off any windshield instantly.

If you haven't Klear-Sight in stock, write us immediately.

We invite correspondence with reliable representatives.

ALCEMO MANUFACTURING CO.
101 Bridge St. NEWARK, N. J., U. S. A.



It isn't every hardware merchant that can write advertising, especially advertising in rhyme.

Reeg, the Rhymer, is a hardware merchant of Brooklyn, New York, and he found that a very successful way to advertise his business was in rhyme.

There is something about a jingle that catches the eye and the ear, and impresses itself upon one, when an ordinary plain statement might be forgotten.

Reeg, the Rhymer, not only writes rhymes for his own business, but he offers it to other merchants at a very nominal cost. Any inquiries addressed to him in our care, will be promptly forwarded to him.

REEG THE RHYMER

Reeg the Rhymer is fifty-five
And still is very much alive.
His years of experience is over nine,
He keeps in touch with every line
That goes to make a hardware store
Right up to date, and, what is more,
He knows the buying end as well,
Displaying goods to make them sell.
This may be well for all to know
Who wish to give this man a show,
Because he might be willing to
Change his job and rhyme for you.

LABOR SAVER

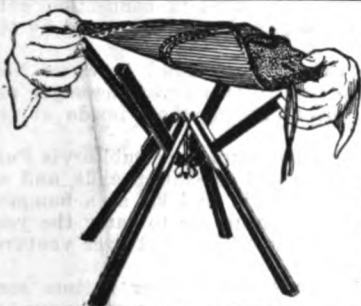
"Why do you insist upon telling me these horrible stories of ghosts and robbers while you are cutting my hair?" said a long-suffering customer to a talkative hairdresser. "I'm sorry, sir," replied the barber, "but, you see, when I tell stories like that to my customers their hair stands on end, and it makes it ever so much easier to cut."

And then, again, when fleas are hopping,
Mosquitoes sing and bees are humming,
Screen all your windows good and tight
And you are free from sting and bite.

—Reeg, the Rhymer.

H. V. Dyer, of Beverly, Washington, and W. J. Botsford, of Yakima, Washington, have recently purchased the W. L. Barker Hardware & Implement business at

Granger. Both were formerly hardware men. They intend to handle full lines of hardware, implements and furniture.



STOLL FOLDING SEAT
CONVENIENT AND COMPACT

The Best Seat Ever Made

Original, unique, patented construction makes this the lightest, strongest and most compact folding seat ever made. Weight 2 1/4 pounds. Safely supports 300 pounds. Folds into a neat package 2 1/2 by 11 1/2 inches. Frame is of pressed steel—reinforced thruout—carefully machined and accurately fitted. Comfortable, classy in appearance, rust proof enamel finish, non-sag adjustable top of black grain leatherette. When folded this top forms cover and carrying case.

ESTABLISHED DEALERS: Every motorist, every fisherman, camper or picnicker wants this seat. It can be carried in the hip pocket. Write today for special offer on this record seller.

Made only by the manufacturers of the Stoll Auto Bed.

THE STOLL MANUFACTURING CO., 3244 Walnut Street, Denver, Colorado.



Here's the Way to Real Profits with the EWARD Tire Retreader Outfit

**TAKE ADVANTAGE OF THIS BIG FREE
OFFER TO HARDWARE SHOPS**

WE GIVE YOU FREE OF CHARGE with each machine an assortment of 1000 Ewald Special Staples. Our extremely low list price of \$20 is subject to an attractive trade discount, which together with the **free outfit** will repair more than enough tires to pay for it all.

Just think—5 hours of work, stapling 5 casings at \$3.00 each and this outfit costs you nothing.

Get It Now and Begin to Make Real Money

Write us today and start the ball rolling towards big profits. Some dealers and garagemen are making as much as \$30 a day with the Ewald. Act Now—Every day you delay means money out of your pocket.

**Manufacturers
ROMORT MFG. CO.,
Oakfield, Wis.**

**Sales Dept.,
THE ZINKE CO.,
1326 Michigan Ave.,
Chicago, Ill.**



HERE IS MORE THAT YOU GET ABSOLUTELY FREE!!

- 1 Full Sheet of Directions
- 1 Can of Mica Tire Powder.
- 1 Tracing Wheel
- 1 Notched Knife
- 1 Tire Spreader
- 1 Cement Brush
- 18 ft. Reliner Strip
- 1 Can Cement.



A PRACTICAL NECESSITY

After all these many years mudalarking and sand-skidding with automobiles it now seems that men's minds were badly out of focus when endeavoring to supply restoratives through means with which to pull dead motor cars out of the mud holes by the aid of mules or other main forces.

The accompanying photograph gives ample proof that J. H. Wittman, of Kansas City, Missouri, not only had the right idea in restoring the lost traction to any stalled automobile or motor truck, but he solved the problem in such an amazingly simple manner that this big problem has proven nothing but child's play when correctly understood.

This timely creation will be placed on the market very shortly and, known as the "Dublervis Pull-Out," the device will consist of: Four specially designed steel stakes, two short lengths of chain with heavy insulating sleeves, one strong carrying bag of canvas and com-

plete instructions for applying the device in mud over the hubs, soft sand or on roads rutted into high centers.

Each set provides enough equipment for fully restoring traction to both drive wheels of any sized automobile or motor truck when used in connection with their standard mud chains, as clearly illustrated by the photographs.

The little eight-year-old girl, shown in views Nos. 1 and 3, restored traction to this seven-passenger car and had it backed out of the mudhole inside of ten minutes.

The total weight of this complete "Dublervis Pull-Out" set is less than two and one-half pounds, and requires about the same space in tool kit as a hammer, which makes it a splendid insurance to carry the year 'round for every large or small car that ever ventures off the paved city streets.

Photograph No. 1 illustrates a river bottom road of mud to the hubs in which this seven-passenger car lost its traction. The little eight-year-old girl restored the traction and had this car out of this hole inside of ten minutes.

No. 2 illustrates how hook-end of mud chains are fastened to drive wheel and opposite end staked out for driving automobile forward.

No. 3 illustrates preparation for pulling out of bad mud hole backwards.

No. 4 shows exactly how the chain automatically unhooks from stake and takes correct position on tire to be attached after pulling car out of mud hole.

It has been absolutely proven that these specially designed steel stakes will hold in soft mud after being inserted by foot pressure, because this principle of anchorage utilizes the ground friction against every link of chain and its cross members. A friction created by the strong downward pull under the heavy wheel pressure. In long stretches of soft sand or mud two lengths of chain may be hooked together, staked out forward and slipped under tread of front wheels.

The Duvall Hardware & Supply Co. is a new business venture at Duvall, Wash., being conducted by Mr. Dean.

The Amundson Hardware Co., Sunnyside, Wash., has purchased the J. G. George business and are moving their stock into the new location.

The White-O'Bryon Hardware Co., Emmett, Idaho, recently engaged in business. This makes the fifth hardware store in Emmett. They report a very satisfactory outlook.

James Webb, of Glendale, California, has filed notice that he is conducting a hardware business under the name of the Glendale Hardware Co., Glendale, Cal., and he is sole proprietor.

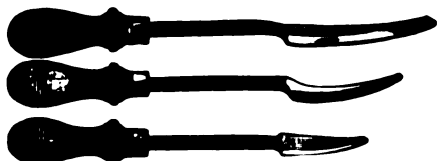
MOUND



TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative
Omer Cox, 525 Market Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

WORTH KNOWING!

LACE LEATHER must of necessity embody certain cardinal elements, which make for endurance, strength and pliability, without these factors the article is valueless and constitutes a costly investment.

NORWICH LACE LEATHER embraces every essential conducive to the aforementioned necessities, and following is a brief of the excellent features of this product.

NORWICH "DEFIANCE" RAWHIDE LACE IS MECHANICALLY made, no time, labor nor skill being saved to produce, under this brand, the very highest grade of tough, strong and pliable RAWHIDE LACE.

Measurements are All Guaranteed

NORWICH "SAMSON" INDIAN TANNED LACE is tanned in liquors, which process makes a lace of the toughest possible fibre, durable and pliable, entirely different from the lace which is only "dipped" and "dyed" and lacking in every essential quality.

Measurements are All Guaranteed

NORWICH "ACME" CHROME LACE is of a bluish-green color; this special tannage is proof against moisture, oils, acids and heat. Long and actual exposure to these elements are the basis for this statement.

Measurements are All Guaranteed

NORWICH LACE LEATHER SIDES are made from carefully selected No. 1 Packer Hides and are closely trimmed, insuring economy for the user.

NORWICH LACE STRINGS are all cut by hand from the choicest parts of the hide and carefully put up.

There Is a Growing Demand for

**DEFIANCE RAWHIDE ACME CHROME
SAMSON INDIAN TANNED**

Your Profit on Norwich Lace Leather Is Assured

*Our Western Representatives Will Show
You Samples*

The Norwich Belt Mfg. Co., Inc.
NORWICH, CONNECTICUT

WESTERN REPRESENTATIVES



Strimble & Cox,
L. C. Smith Bldg.,
Seattle, Wash.

Cooper & Cox,
125 San Francisco,
El Paso, Texas.

Strimble & Cox,
Corbett Bldg.,
Portland, Ore.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox,
Inter State Trust Bldg.,
Denver, Colo.

Omer Cox, Postal Telegraph Bldg. San Francisco, Calif.

SPRING PAINTING

"When Spring unlocks the flowers to paint the laughing soil."—Bishop Heber.

The famous Bishop was a good churchman and a good poet. No doubt he was a good painter, if he set his hand at it. When he painted his rectory, it was painted in Spring, no doubt, so as to attune together house and nature.

Dixon's Silica-Graphite Paint makes an excellent decorative paint. It comes in four colors—natural color (dark gray), olive green, dark red and black. The trimming can be done in a lighter color. Only the trimming will need retouching frequently, as we have record of Dixon's paint serving many years on wood work.

Dixon's paint is the great protective paint for metal work, used against weather, wear, acids, gases, alkalies, smoke and other deteriorating agencies.

Labor is now so expensive that it is wise to "paint once with Dixon's paint and be done with it" for years. The few cents more per gallon that Dixon's costs is as nothing, because it lasts longer. You waste labor when you use an inferior, cheaper "per gallon" paint.

Look over buildings, bridges, metal doors, shutters, fire-escapes, tanks, smokestacks, and the other structures, and prepare for reconstruction with Dixon's paint.

To put off painting in Spring is something nature would never do, to quote the good Bishop Heber. Why should man? Moreover, many a hero needs a "job." He has just painted "finish" on our foreign enemy. Start new work. Touch up old work. Keep the boys busy and keep things bright.

Central Hardware Co., Hollywood, Cal., are making extensive alterations, including the extension of the floor space, which will give them increased facilities for carrying an increased stock. They report a splendid outlook.

TO INCREASE SALES OF BENJAMIN TWO-WAY PLUG

The Benjamin Electric Mfg. Co., Chicago, Ill., manufacturers of the famous Benjamin Two-Way Plug, recently embarked upon a big comprehensive advertising campaign on this product—by far the largest campaign ever prepared for it. The reader has undoubtedly read of their recent printed bulletins.

Nearly every hardware dealer is familiar with the merits of the Benjamin Two-Way Plug. So is a good share of the general public. But the advertising to be placed in over thirty national magazines this year is going to show practically every user of electricity the convenience made possible by this device and how it doubles the uses from single electric light stockets.

The manufacturers claim that every wired home has need for three or more plugs, so they are packing three in a specially designed four colored carton which acts as a counter salesman. This method of packing, together with the advertising and the bargain price of three for \$3.50 offered when plugs are purchased in units of three, will, it is stated, almost triple the sales possibilities on this item in 1919.

Hardware dealers who have handled this line in the past have enjoyed a quick turnover and a good profit. With the much greater efforts that the manufacturers are putting behind it this year to help their dealers, sales should show a great advance.

For information about the variety of free sales helps, address the Advertising Department of the Benjamin Electric Mfg. Co., 806 West Washington Blvd., Chicago.

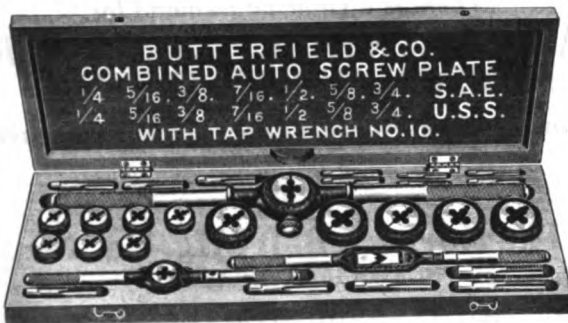
The Reliable Hardware Co., Chandler, Ariz., are having plans and specifications drawn for a new building, which will be occupied by them when completed. They plan to increase their stock of hardware and implements.

"BUTTERFIELD" "Combination" Screw Plates

Are An Absolute Necessity in Every Garage

U. S. STANDARD

1/4x20 5/16x18
3/8x16 7/16x14
1/2x13 5/8x11
3/4x10



S. A. E.

STANDARD

1/4x28 5/16x24
3/8x24 7/16x20
1/2x20 5/8x18
3/4x16

In one case you have all of the regular United States Standard pitches together with the S. A. E. or Automobile Standard, making it possible to handle any kind of a job that may be brought in; you can do it; it will not be necessary to carry the work to your competitor.

BUTTERFIELD & CO., Inc., Derby Line, Vt.

Chicago Store—11 South Clinton St.



How to get your share of the boy vacation trade

VACATION! . . . What did it mean to **you** when you were a kid in knee breeches? How does a boy spend those weeks of luscious golden outdoor weather? On the veranda, reading books, with gran'ma and the pet cat alongside? Not on your life!

Baseball, the old swimmin' hole and rifle shooting—these are the Big Things in the Vacation life of the regular boy.

And you, Mr. Dealer, what will you be showing in your window to hold the attention of these impatient, sport-crazed youngsters? Checker-boards and dominoes? Not if you want repeat sales on a product used by the liveliest young customers in town.

No, you'll stuff your window with Winchester .22's and ammunition. Guns command a boy's attention as nothing else will, and the big Winchester national advertising campaign in all the Boy publications is **everlastingly** whetting the boy's natural longing to own a rifle.

You'll stick up the Winchester Junior Rifle Corps Headquarters sign on your window to tell all the boys in town they can get their W. J. R. C. supplies from you.

Remember that while June is a strong buying season on the part of the boy—June being the beginning of the vacation season—the W. J. R. C. is an all-year 'round proposition for you. Sell the boys their rifles in June—establish yourself as Headquarters and you will have them coming to you all year 'round.

They will buy lots besides guns. Make yourself Headquarters for W. J. R. C. and you will find yourself automatically headquarters for base ball bats, balls, gloves, tennis rackets, fishing tackle and everything else that's dear to a boy's heart.

Dress up your window now with Winchester .22 rifles and ammunition—use the Winchester vacation suggestion display cards to get the boys into your store. If you have not received the Winchester Vacation display material, write for it at once.

And Dad, don't forget he's a sport, too, and interested in guns. Have a few Winchester shotguns and rifles for Dad to feast his eyes on. They'll loosen up his purse strings.

Winchester Repeating Arms Co.
Dept. 335, New Haven Conn., U. S. A.



Sharpshooter Medal



Marksman Medal



Expert Rifleman Medal

WINCHESTER

World Standard Guns and Ammunition



We have often referred to the enterprise and progressiveness of Montana hardware merchants, typical of whom is the Havre Commercial Co., Havre, Mont., who carry one of the largest stocks of hardware in the state, and do a large wholesale and retail business. A photo of a portion of their store is shown herewith. While it is difficult to do justice with photos, it fully bears us out in this statement. They are especially proud of their institution and their organization of loyal co-workers. Notwithstanding crops haven't been up to normal during the past few years, business is good with them, and they expect 1919 to be a banner year. Mr. T. J. McDonald has had charge of their hardware department for the past two years. He is a thoroughly well informed hardware man. Previous to going to Havre he was connected with the Murphy-Maclay Co., Great Falls, Mont.

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS,

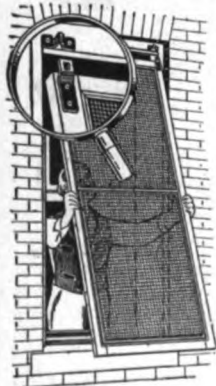
122-124 N. Curtis St.,

Chicago, Illinois



Give Them PHENIX QUALITY

In Screen and Storm Sash Hangers and Fasteners

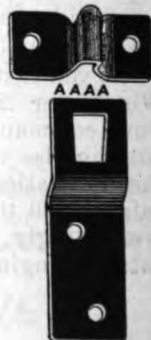


Phenix Storm Sash Hangers and Fasteners are simplest, handiest, easiest applied, most efficient—that's why they sell best. New improvements put them in a class of their own. Write today for Catalog showing full Phenix line. Samples free.

Sold by all leading jobbers of the Northwest.



No. 30 Fastener



No. 114 Hanger

PHENIX MFG. CO., 038 Center St., Milwaukee, Wis.

POCKET CUTLERY

Every boy and man, in fact every girl and women, has need for a pocket knife.

There is no article which the hardware merchant carries that he can play up to better advantage, both in advertising and displays than pocket cutlery. In fact we know a number of merchants who handle nothing but cutlery. When a merchant can make a success in selling this one item alone, the hardware merchant might well take a tip and feature it more extensively than he usually does.

A line of pocket cutlery that is low in price, and yet not too low to give satisfactory service, is offered by the George Borgfeldt Co., New York.

They only ask the opportunity of submitting prices and information, knowing what they have to offer will appeal to merchants. It is worth while asking them.

A few of their popular selling articles are shown in our issue this month.

GARDEN TOOLS PATENTS

Conforming with its policy of obtaining full patent protection for its garden tools, the J. E. Gilson Company, of Port Washington, Wisconsin, manufacturers of Gilson garden tools, has recently acquired United States letters patent No. 841,708. The issued patents and pending applications owned by this company covering the Gilson weeder and the complete line of Gilson garden tools enables it to guarantee its sales against the annoyances to which new devices are sometimes subjected.

George Baer, of the Baer Hardware Co., Pendleton, Or., reports a very satisfactory season's trade thus far, and an excellent outlook.

Perfield Hardware Co., Puyallup, Wash., have moved into a new block, which will give them facilities for materially increasing their stock and adding to their facilities. They report a splendid season's outlook, and anticipate keeping busy throughout the balance of the year.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished...\$1.75



No. 3 Gunmetal finish
.....\$1.25



Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.

"STRICTLY A QUALITY PRODUCT"



ECLIPSE MANUFACTURING CO.
INDIANAPOLIS U. S. A.

HARDWARE

merchants are meeting
with great success in selling



2 BROOMS 1
IN 1

Freight paid on 5 dozen.

Send for details

Lee Broom & Duster Co., Lincoln, Nebr.
(50 years making better brooms)

**FISHING
TACKLE
MADE IN
U. S. A.**

KEWART

KEWART ONE
PIECE LEADER.
ONE, TWO,
THREE YARD
LEVEL.
TWO, TWO AND
ONE-HALF AND
THREE YARD
TAPER. WRITE
FOR PRICES.

'Made in U. S. A.'

CHAS. H. KEWELL CO.
INC.

Makers of Fishing Tackle.
437 Market St.
San Francisco, Cal.

HOPPE'S NITRO POWDER SOLVENT No. 9



For Cleaning High Power Rifles, Shot Guns and Fire Arms of all kinds. It will remove and prevent Rust in any climate. It will neutralize acid residue of smokeless powder and prevent corroding. Used by Army and Navy riflemen. Sold by Hardware and Sporting Goods Dealers.

FRANK A. HOPPE

2314 No. 8th St.

Philadelphia, Pa.

C. W. Miller, formerly with Woodin & Little, San Francisco, has purchased an interest in the Farm Implement Co., Reedley, Cal.

W. P. Stover and J. L. Keel are preparing to open a hardware business at Duncan, Ariz., where they will carry a stock of hardware and farm implements.

Russell Harness is preparing to install a stock of auto accessories at Roseburg, Or., in connection with the agency for the Moline Tractor and Republic and Nash Trucks.

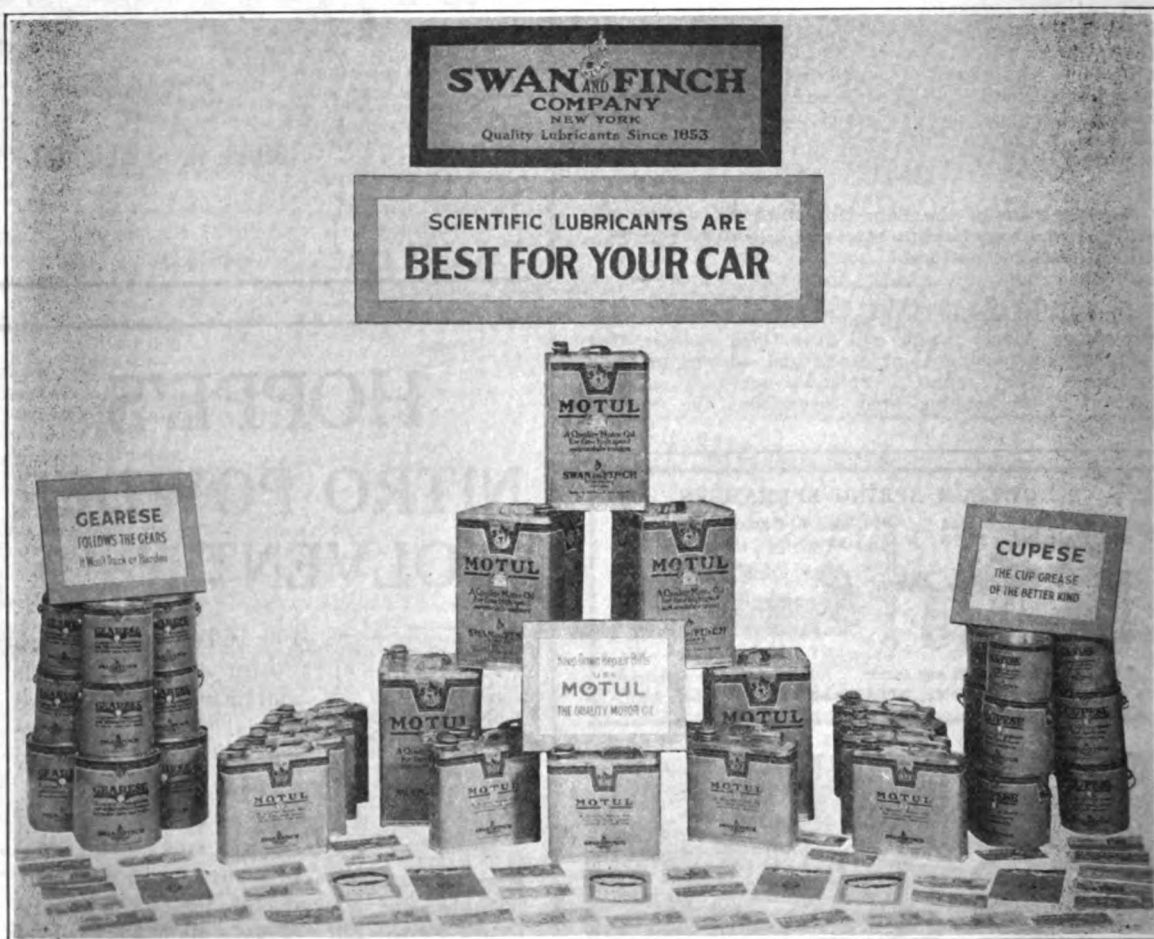
Watts & Rogers, hardware and implement dealers at Weston, Oregon, have taken over the stock of H. A. Barrett, Athena, Or. Both the West and Athena establishments, however, will be continued.

Catalina Hardware Co. are the successors to the business of J. H. Stamford, Avalon, Cal., being composed of Harold Stamford and John Wegman. They will handle full lines of hardware, paints, oils, household furnishings, etc.

The Star Mercantile Co. is a new enterprise at Honolulu, H. I., which will specialize in household and kitchen ware.

O. G. Cavanaugh has sold his plumbing shop at Kent, Wash., to Max Boyker, who will continue the business. Mr. O. G. Cavanaugh will become manager of the store of J. W. Cavanaugh & Sons.

Banks Rucker, president of the New York Hardware Co., Los Angeles, passed away recently at the age of 52 years. He had been ailing for nearly a year. He was a native of Martinville, Virginia, and became connected a number of years ago with Russell & Erwin Mfg. Co. He was in the retail hardware business in New York, but later entered the employ of Peck, Stow & Wilcox Co. Afterward he moved to Los Angeles, where he established the New York Hardware Co. He is survived by a wife and two sons. He was highly regarded by everyone who knew him, and his many friends in the trade will learn of his passing with sincere regret.



EFFECTIVE WINDOW DISPLAY

The merchant who thinks lubricants are not adapted to the purpose of making effective window displays should take a second thought. Here is a display made of the Swan & Finch products, which, while simple in its effect, is easily made from goods kept in stock and has proven very effective as a sales-maker. These products are nationally advertised, and with the co-operation given by Swan & Finch and their distributors, it is one of the easiest products that a merchant can sell. Swan & Finch will be glad to furnish full data and information, as well as material, for making such displays.



ALUMINUM WEDDINGS

How many hardware dealers have thought of the wonderful possibilities of aluminum ware as gifts for weddings and wedding anniversaries.

Due to extensive national advertising, aluminum ware has won popular favor in the hearts of prospective and regular housekeepers and wise is the dealer who realizes this and takes advantage of the profitable business to be had.

Some dealers have had remarkable success by following up marriage and anniversary dates and suggesting to friends and relatives that they buy aluminum utensils instead of the usual commonplace gifts. The tenth wedding anniversary gifts are appreciated more if the items are of aluminum. This business is especially worth while because in most cases the complete line is bought instead of only one or two pieces.

Of course, the dealer must keep record of the weddings and anniversaries and use tactful letters in soliciting the trade. But it is well worth while and almost a positive remedy for the dull season. This year, especially, a large number of weddings will take place and a lot of aluminum wedding business will be waiting for some live dealers to go after.

The Aluminum Goods Manufacturing Company, of Manitowoc, Wis., is assisting the development of this seasonable business by many full-page advertisements featuring Mirro Aluminum in the June issues of the national magazines.

Why not give this suggestion a trial and with a little effort keep the cash register a-humming during the summer season.

Announcement is made of the dissolution of the partnership of Hammersley & Ireland, who have been doing a general hardware, implement and tractor business at Puente, El Monte and Baldwin Park in Los Angeles County. L. P. Hammersley will continue the business under his own name.

SUCCESSFUL HARDWARE MERCHANT OF GOOD JUDGMENT

I enclose remittance covering renewal of order for three years' supply of good hardware sense, in monthly installments, in the best hardware magazine at any price.

G. HARRY BOUTELLE.

YOU CAN SELL GLASSWARE TO EVERY HOUSEHOLD

The Belmont Tumbler Co., Bellaire, Ohio, have just issued a timely little folder of soda tumblers, and one of the assortments among them is their summer assortment, which is proving a very profitable seller.

A Cinderella assortment is so called because these tumblers, though kept in the pantry, are fit for the parlor.

The Belmont Tumbler Co. are large manufacturers of thin blown glass tumblers, and will be glad to give full information to any of our readers upon request.

THOMPSON ADJUSTABLE SPRINKLER HEAD

The Thompson Mfg. Co., Los Angeles, who have developed a large sale on their well known line of sprinklers, not only in this country, but they do a considerable export and foreign business as well.

The Thompson Sprinkler head possesses points of merit and superiority not found in any similar sprinkler.

There is a constant demand for a dependable sprinkler head that can be adjusted to regulate the delivery of water, and at the same time embody the utmost simplicity and efficiency.

All this is found in the Thompson Adjustable Sprinkler Head.

It has many superior features that are the outgrowth of years of experience in manufacturing various types of lawn sprinklers and sprinkler heads.

The Thompson Mfg. Co., Los Angeles, will be glad to give full information to any of our readers upon request.



Knowles & Bouck, at Fremont, near Seattle, Washington, have been adding to their stock of hardware, paints, oils and household furnishings.



Pack's Pineapple Eyesnip

is the superior and best eyesnip on the market. It is a kitchen article that every hardware dealer should handle. It is a big seller. Literature and prices upon request. Sample 25 cents.

Order Now

Christian Schlicker Mfg. Co.
Rochester, N. Y.

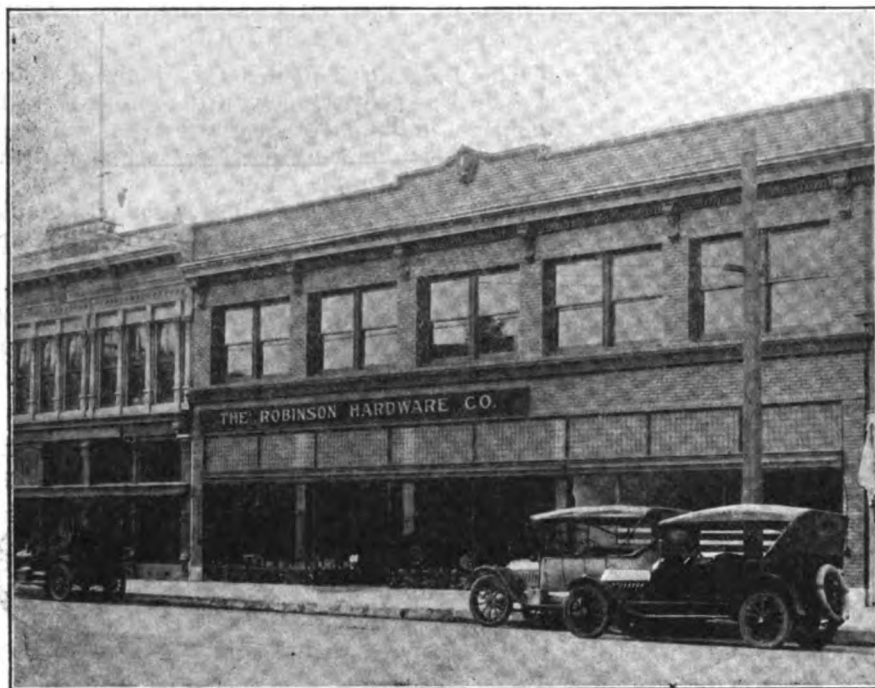


With the—

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office, 836 Hamilton Avenue, Allentown, Pa.



It isn't every retail hardware merchant, who has his business so well established and organized that he finds the time to conduct a large manufacturing institution, and for that very reason we want to call attention to the enterprise of H. E. Robinson, of the Robinson Hardware Co., Gilroy, Cal., who owns and operates as a part of their business the Madewell Pipe & Culvert Works, East 12th St. and 25th Ave., Oakland, Cal.

As may be inferred from the photo, this institution has developed to such an extent as the manufacturing part of their business, which started as an outgrowth of their plumbing and sheet metal works, it has been necessary to erect a factory 150x186 feet in order to take care of their increasing trade on Madewell Surface Irrigation Pipe, well casing, etc.

Their first success in manufacturing encouraged them to look for larger fields and opportunities, their first factory having been adjacent to their store at Gilroy, but in order to have better facilities, and take care of their increasing trade, Oakland was selected.



They have added much new machinery and are now manufacturing corrugated culverts, gates, etc., for irrigation and drainage work, conductor and air pipe and fittings, well casing, tanks, grain bins and general sheet metal work.

H. F. Congable is the general manager of the plant and looks after the manufacturing end of the business, while the selling is under the direction of J. P. Jones, formerly connected with Dunham, Carrigan & Hayden Co. and Pacific Hardware & Steel Co.

All connected with this business are most optimistic and filled with enthusiasm and confidence for a successful future for this new enterprise.

Mr. Robinson is putting into practice in this enterprise the same principles which have made his business such a success at Gilroy.

As may be seen from the photo he also has one of the neatest and best arranged hardware stores in the country, a store that would do credit to a town many times the size of Gilroy.

They are very proud of their loyal employees, many of whom have been with them for years, and are one of the most enterprising and progressive institutions in the West.

Merchants in other sections, and in other states, among the **HARDWARE WORLD** readers might do well to investigate the opportunities for such an enterprise in their own locality.

It is their policy to distribute their products through the retail merchants who find an increasing demand for the Madewell line.



NOW WE OFFER YOU BETTER SHEET METAL

Every sheet metal man has a demand for a reasonably priced sheet metal that will last.

Toncan Metal enables you to supply this demand.

Years of use under every conceivable condition, have shown that Toncan Metal will outlast ordinary sheet metal, usually two and three to one.

Such service means a wider use of sheet metal and bigger business for you; for after all the sheet metal man's work is judged largely by the service it gives.

It will pay you to recommend and use Toncan Metal for Roofing, Siding, Flashing, Eaves Trough, Tanks and all severe sheet metal service.

You'll want our quotations and further information. Write now

Holbrook, Merrill & Stetson
San Francisco — Los Angeles

COAST DISTRIBUTORS
THE STARK ROLLING MILL CO., CANTON, O., SOLE MAKERS

On request we'll send to any sheet metal man a valuable handbook on sheet metal.

TONCAN
METAL

Resists Corrosion

THE BEST SELLER



Hygrade

Hygrade C 75-watt gas-filled lamp. 68.8 candle power. 1000 hours average life. Costs to burn less than 1 cent an hour.



Another Profit-bringer

Modern hardware stores are finding in Hygrade Lamps a specialty as profitable as paints or automobile accessories with as wide a field, an all-year sale and a steady profit.

Hygrade Lamps
COAL SAVERS

are persistently well made to a very high standard and come in various types for use everywhere good light is wanted—in homes, offices, stores, public buildings, garages, bowling alleys, mills and factories

HYGRADE LAMP CO

GENERAL OFFICE
AND FACTORY

SALEM MASS

The Hygrade line ranges from 2½-watt B sign lamps to 1000-watt C gas-filled lamps.

MUELLER PIPELESS FURNACE

The L. J. Mueller Furnace Co., Milwaukee, Wis., makers of the well-known line of Mueller furnaces and boilers, are calling attention to the superior features of their furnace over any similar line.

The heating surface and straight direct air passages are points of superiority not found in any similar line.

They use a larger register face on their different size furnaces than any of their competitors. By using the large register face they are able to have more direct air passages between casings and between inner casings and the furnace castings.

The one big feature of the Mueller furnace has always been the heating surface, and they secure a combination in their pipeless furnace that is not duplicated at the present time.

It will be apparent at a glance that a room can be filled with water quicker and more easily through a 12-inch pipe than it could be with water flowing through an 8 to 10-inch pipe. The same principle applies to heating.

They have received hundreds of testimonials from users of this pipeless furnace, which substantiate every claim they make.

The agency is a most desirable one, and many dealers are not only handling this line, but they are having them installed in their own homes.

We know that our readers will be interested in the proposition that the Mueller Furnace Co. and their distributors offer, not only for their own use, but which they will be able to recommend to their customers.

This is a furnace that will make good in every way, being made by a factory established over sixty years ago, whose guarantee means something.

The Mueller Furnace Co., or any of their distributors, Salt Lake Hardware Co. or Holbrook, Merrill & Stetson, will be glad to give full information to any of our readers upon request.

BENJAMIN ELECTRIC MANUFACTURING
CO. CO-OPERATION

In line with the policy of the Benjamin Electric Co. in cooperating with their distributors and dealers in every possible way to help increase their sales on electrical appliances and products, the Benjamin Electric Mfg. Co. have recently forwarded to their agents a 28-page book, showing their various methods of cooperation, and what they are prepared to furnish to their dealers.

Their methods of cooperation are most excellent, and if put into effect by merchants are sure to materially increase their sales on electrical products and appliances.

They likewise furnish attractive display cartons made up in colors designed for either counter or window trims.

They are glad to furnish these helps and cooperate with their representatives in every possible way.

Merchants who have used such helps and assistance are most enthusiastic over the results.

Mr. Houk, proprietor of the Perrydale Hardware & Implement Co., Dallas, Ore., is successor to the Hebbing Hardware Co., and reports a very satisfactory season's trade and outlook.

The Hazer Hardware Co., North Bend, Oregon, has materially added to their stock and are increasing their facilities. They report a splendid business and excellent outlook.

J. H. Berge, a well-known hardware merchant at Davenport, Wash., was recently high man in an examination held for postmaster in his home city. Mr. Berge's friends hope he will be successful in landing the coveted position. He will make a good postmaster.

REAMERS



For Repair of
FORD
Automobiles



Are You Meeting
Your Share of the
Great Demand for
These Tools?



CARRIED BY ALL
LEADING
JOBBERs



*Write for Your Copy of Our
Catalogue No. 5-A*



ALVORD REAMER & TOOL CO.
MILLERSBURG, PA.

BRANCHES

309 Broadway	- - -	New York, N. Y.
Commercial Trust Building	- - -	Philadelphia, Pa.
190 North State Street	- - -	Chicago, Ill.
693 Mission Street	- - -	San Francisco, Cal.



TAPER



PLUG



BOTTOMING



Business Opportunities

FOR SALE

Hardware store, whole or half interest. Fifteen years in present location, good live town. \$1,100.00 stock, can be reduced if necessary.
Davey Bros., Anacortes, Wash.

POSITION WANTED

Paint man wants retail sales position, where I can have the opportunity to make good. I know the game from the ladder, counter, factory and road. Satisfactory references. R. F. McIntosh, Bremerton, Wash.

SITUATION WANTED

By young man with fifteen years' experience in wholesale hardware, as buyer, traveling salesman, etc., capable of qualifying as manager. Thirty-three years of age. Married. Address "T. A.," care HARDWARE WORLD.

I WANT A POSITION

In a small town in Southern California as sheet metal worker. I am also an acetylene welder. I can take charge of shop and run the work. I am strictly sober and attend to business. I can also sell hardware and implements.
Address "J. T. N.," care HARDWARE WORLD.

WANTED

Live wire experienced salesman, calling on hardware trade to sell on commission as a side line. Well established product for manufacturers having no selling force. Product is 20 years old, is nationally advertised and well known for its reliability. No samples. Liberal commission. Write at once for details, stating territory you cover and give references.
Box 1919, care HARDWARE WORLD.

FOR SALE

Hardware stock located in Tacoma, Wash., old-established business, fine opportunity. Address inquiries to B. M. A., care HARDWARE WORLD.

FOR SALE

A good growing hardware business in the choicest part of the West, where prices are good and the future the best. Partnership the reason for selling. About \$10,000 required. Address "L. & S.," care HARDWARE WORLD.

SALESMEN WANTED

for several sections of the Middle West, as may be arranged, especially to call on the retailers and others who sell glass tumblers, a good line of them.

Address Tumbler.
care HARDWARE WORLD.

FOR SALE

Fine opening—established, paying retail hardware business. Ideal location in Illinois. Bargain for cash. Address "R.," care HARDWARE WORLD.

FOR SALE

Share in excellent hardware and implement business, in best section of Colorado's irrigated district, with a good partner. Share will invoice about \$10,000. Good reason for selling. Must sell by January 15th or no sale. Address "Colorado," care HARDWARE WORLD.

FOR SALE

Four sections up-to-date hardware fixtures, crated and ready for shipment. In good condition. Photograph will be furnished. First National Bank of Alger County, Munsing, Mich.

FOR SALE

Only Harness and Auto Repairing Shop in small interior town, on State Highway. Good business for right man. Pays from \$20 to \$40 per day. Will sell for cash as per invoice. Reply Box X, care HARDWARE WORLD.

FOR SALE

Owing to the continued ill health of the owner, will sell a well-established hardware business, located in a thriving little city, in one of the richest lime bean and lemon districts of Southern California. Will give a discount from cost for cash. If wanting a hardware business ready to step into, at a moment's notice, address "Franc," care HARDWARE WORLD.

FOR SALE

Clean Hardware, Furniture and Implement stock in one of the best locations in the Willamette Valley, Oregon. Doing a prosperous business. Will invoice about \$40,000. Reason for selling on account of recent death of partner. Established thirty years. Will bear investigation. Address "L. O.," care HARDWARE WORLD.

FOR SALE

In a good, clean Nebraska town—a New Brick Hardware Store Building—located on one of the best corner lots on Main St.—Lot 50x240 feet; building, 30x90 feet, with 9-ft. cemented basement for shop or storage—with elevator, revolving nail bins, furnace and electric lights. All fixtures are up to date. Will sell building, fixtures and stock; or sell building and fixtures separate. The business has been established 30 years. The best of reasons for selling. Address "Nebraska," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Mo.

FOR SALE

The only hardware, implement and auto business in a good railroad town. Best farming center in Wisconsin.

Stock and fixtures.....\$15,000
Buildings.....4,500
Dwelling.....2,500

Stock can be reduced; contracts for leading machinery and automobiles. Two story and basement. 40x60 main and 22x40 hardware buildings. Address "F. S.," care HARDWARE WORLD.

WANTED

A young man who has had practical work as assistant or understudy to experienced general hardware catalog compiler. Permanent position if services are satisfactory. Address "S. F.," care HARDWARE WORLD.

WANTED

Hardware stores bought, sold and exchanged. What have you? Describe fully; correspondence confidential. Buyers get our guarantee. If you want a partner ask us. Herbert Company, 904J Webster Building, Chicago, Illinois.

WANTED

All 'round tinner and plumber; one who can also do hot air, steam and hot water heating. Steady employment the year round. Wages \$25 per week and better according to ability.

Cambridge Hdwe Co., Cambridge, Wis.

FOR SALE

Hardware store in a thriving beach town, with ideal climate, in Southern California. There is other business that I must attend to in another state. Invoice about \$2500. Address J. K. M., HARDWARE WORLD, for full particulars.

SALESMEN

Sell side line. Five orders per day pay \$27 per week. Product in demand by all hardware and tin shops. Used and endorsed by Dept. of Gov't. State references, lines handled and territory covered. Transom Mfrs. Co., Dept. E. 13, Northern Office Bldg., Chicago, Ill.

FOR SALE

Offer for sale to substantial firm patent on superior, folding saw-clamp every carpenter wants. Also entertain bids for manufacture. Also offer Patent No. 1, 274,668, basic for potato and vegetable peeling brush of rich possibilities as household specialty. Ernest Potts, 1569 East Everett, Portland, Oregon.

The contract has been let for a new building for the Neil F. Boyle Hardware Co., Blackfoot, Idaho.

DI-MEL-INE

PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 15-20 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$42.00
Jobber's Assortment (12 Doz.).....\$16.80
Open Stock, all colors, per gross.....\$16.80
2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

Sells to Every Belt User



Your market for Blue Ribbon Belt Dressing is limited only by the number of belt users in your vicinity. The quality of the Dressing is high enough to suit the most discriminating purchaser. Ask your wholesaler for it or write for prices and samples.

THE JOBBER'S MFG. CO. CHICAGO ILL.

BUSINESS OPPORTUNITIES—Continued

SHOP FOREMAN WANTED

For plumbing, tinning and gasoline engine shop. Must be able to take complete charge. Only thoroughly reliable and competent men need apply. State experience, age, married or single, habits, references and salary received in last position. Enclose photo if convenient. Ten Dollars (\$10.00) reward will be paid to anyone putting us in touch with the right man. Address the Eymann Hardware Co., Parlier, Cal.

MANUFACTURER'S SALES AGENCY

Calling on Jobbing and Retail Trade are wanting a few more good accounts, with Manufacturers of Hardware Articles and Specialties, for the State of Nebraska (the richest Agricultural State in the Union) on a commission basis. We have a well organized and experienced sales force, all familiar with the trade. Can furnish A-1 financial rating.

Address P. O. Box 441, Norfolk, Nebraska.

OPPORTUNITY FOR A GOOD MAN

An old-established Hardware Company wishes to add Furniture to its present lines and is desirous of securing a reliable and experienced furniture man, who is willing to take charge of the furniture department. The present business is incorporated and is in a growing and prosperous condition and has been a money maker for over 37 years. Sales for 1918 were \$45,000 and are capable of considerable increase. The lines carried at present are: Hardware, Stoves, Paints, Oils, Heating, Plumbing, Sheet Metal Work, etc. No implements. Situated in one of the most prosperous sections of Kansas, where land is selling for \$125 to \$175 per acre. Have the best location in town and plenty of fine display space. Town has population of about 800 and has electric lights, waterworks, paving. There will be practically no competition in the furniture line. Here is an excellent opportunity for a thoroughly reliable man with ability who wishes to associate himself in an old-established business. This concern will bear the closest inspection and investigation and in turn would demand the same. Address "Kansas," care of HARDWARE WORLD, Boatmen's Bank Building, St. Louis, Missouri.

MANUFACTURERS' AGENT WANTED in every state in the Union. We want representation for our line of spring and solid eye grain bag, flour bag and packing needles, by a responsible firm or agent calling on the hardware trade. Our needles are considered the standard of this country and our prices are right. Address Box 1016, care HARDWARE WORLD.

COUNTRY TOWN TINNERS AND PLUMBERS WANTED

To learn pattern drafting; make your own barn ventilators, furnace fittings, shop repair work, tanks, radiator repairing, plumbing, steam and hot water heating. Our drafting courses have stood pre-eminent for nine years and are what you desire to advance. The National School of Drafting, St. Louis, Mo., U. S. A.

WANTED

Road salesman to cover Missouri, Southern Illinois, Minnesota, Kansas, Nebraska and Colorado; calling on wholesale hardware and shoe findings trade, for a large Massachusetts Corporation.

Age, from 28 to 40. Only those giving age, experience, references and salary required will be considered. 'C. T. A.,' care HARDWARE WORLD.



NEW BARN EQUIPMENT CATALOGUE

Hunt-Helm-Ferris Co., well known barn equipment manufacturers of Harvard, Ill., have recently issued a new catalog which is something unusual.

It is said to be one of the largest and most valuable

of the kind on the subject of barns and barn equipment ever published, and the manufacturers have received many compliments on the book.

It shows the complete Star line of stalls, stanchions, feed and litter carriers, hay tools and door hangers, tank heaters, fancy stretchers, coaster wagons and their other hardware specialties.

It shows photographic illustrations, floor plans and barn plan suggestions, which are new suggestions for modern buildings and made especially for this book.

They heretofore issued separate catalogs for their different lines, but they are now all combined in one book, which is quite a convenience and advantage to merchants.

A new barn always needs new door hangers, hay tools, litter carriers, water bowls, steel cupolas, as well as stalls and stanchions, and to have this all bound in one catalog, especially one that is as convenient and well arranged and gives such valuable information as that of Hunt-Helm-Ferris catalog does, is a decided advantage and should be kept for ready reference by all retail merchants.

Hammersley & Ireland, who have conducted a hardware, implement and tractor business in El Monte, Baldwin Park and Puente, Calif., recently dissolved, L. T. Hammersley having purchased the interests of Mr. Ireland and will continue as sole proprietor of the stores mentioned.



556 CALPAO O. W.

FORMULA

100% Pure

Outside White Base

PIGMENT

Cal-Pa-Co Pure White Lead..... 66 2/3%

Cal-Pa-Co Pure Zinc Oxide..... 33 1/3%

LIQUID

100%

Cal-Pa-Co Pure Linseed Oil..... 90%

Cal-Pa-Co Pure Turpentine Dryer..... 10%

100%

KELLY, THORSEN & CO.
Portland

JOBBERS
STAYNER & DALY
Salt Lake City

Do You Know Any Paint as Good?

FIVE FIRST AWARDS
P. P. I. E., 1915

SECURE EXCLUSIVE
AGENCY NOW

Everything reliable in Paint and Varnish

California Paint Company

Manufacturers since 1865

Oakland, California, U. S. A.

HAMMOND LUMBER CO.
Los Angeles

Plumbing and Heating

Time Is Valuable Only as You Make It So

"Employ thy time well, and since thou art not sure of a minute, throw not away an hour"

PERHAPS the Grecian ladies were wise in reckoning their mature growth from the time of entering into life's partnership.

If business men were to reckon their age from the hour when they entered into a gainful occupation, some would be much younger than the calendar proclaims. With little children, we speak of their age by months up to the time they attain the first year. After that we tell their age by the milestones of the years, and everyone knows at once that a three-year-old is quite different in development and experience from a nine-year-old.

In business life, experience and development likewise are important factors, but they are not measured wholly by years as is physical growth, for some men will learn more and will progress faster in six or seven years of buffeting against the world than others will in a lifetime.

The reasons are not far to seek. Some men are teachable and are willing to profit by what others have found out; others have no confidence at all in themselves and so are timid and halting; others are plungers and are continually dipping in deeper than they have any right to do, with the result that they are always tied up or in a position where others can pinch them.

A business man of wide experience said some twenty years ago to his son, who was about to enter into a retail business for himself: "My boy, I have not many rules to lay down to you. The business you are going into is a different line from that in which I have made good, but the underlying principles are the same, and I want to give you four rules which I have learned myself at considerable expense:

Know your own business from A to Z. Never take anything for granted or be satisfied with guesswork. This will mean time and effort, but it will pay.

Never put yourself in anybody else's power. I mean by that, regulate your business transactions so that the other

fellow can't squeeze you. If the pinch comes, it's sure to be at a critical time, and it may undermine your whole business career. Maintain your independence, even if it takes effort and self-restraint to dot it.

Never invest in the other fellow's proposition, unless you are prepared to make it your own proposition, too. There are any number of people going about trying to get someone else to finance their schemes. It will be about all you can do to carry your own load.

At the end of every fiscal year, say to yourself: "I am one business year older. My business career will probably be about thirty years long if my health lasts. Have I made a satisfactory showing for these last twelve months, and if not, why not?"

"Stick to that last question, my son, until you have answered it, and having answered it, make it worth your while to know the truth."

Yes, a man's years are really measured by his business career. What comes before this is preparatory work, and what comes after it depends largely upon the productive area. Most men like to look forward to a ripe, comfortable period of declining days. As a matter of fact, a great many business men suffer disappointment at this time. It is up to you and up to me. The present alone is ours. Make the most of it!

"I understand you come from a great game country?" said the lady on the committee to welcome the grizzled warriors of the Western plains. "Indeed, yes, ma'am," was the cowboy's reply. "What is the biggest game you have in Wyoming?" "Poker, ma'am."



Why O. K. Screw Plates are Good Sellers

Adjustable Guide Stock

The O. K. Stock, with its adjustable guide, takes the eye of every prospective customer. Handy, light and easily adjustable.

O. K. Dies

are forged from bar steel and provided with spaces in the back for chip clearance to prevent clogging. Your customers will like them.

O. K. Screw Plates

are low in price but high in quality. We stand back of them as solidly as we do all other GTD products. Your jobber has them.

Send for
Catalog No. 40 A
showing
complete line

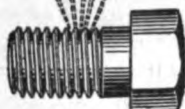


GREENFIELD

TAP & DIE CORPORATION

Greenfield, Massachusetts, U.S.A.

World's Largest Manufacturers of Screw Cutting Tools



New York
28 Warren St.

Chicago
13 South Clinton St.

Detroit
74 Congress St. W.

Canadian Factory Wells Bros. Co.
of Canada Ltd. Galt, Ontario

What's in a Name?

**The Trenton Potteries Co. say everything
—they have men in their organization
whose names typify their products.**

THERE is a destiny that shapes our ends, rough hew them as we may,"

Deny that fact if you will, you must admit that in your life, doubtless, there has occurred some strange happenings that are a little hard to account for, or perhaps gave you an "uncanny feeling."

Now we don't know that general manager E. S. Aitkin, of the Trenton Potteries Co., Trenton, New Jersey, has any belief along this line.

Doubtless he has been so enthusiastically interested in his work, seeing that every building that was erected at least had the opportunity of installing their products, even though they have been generous enough to permit a little of the business to go to other pottery manufacturers, he hasn't stopped to consider this.

But even he, if he will take a second thought, will admit that his parents had a "vision" of his activities when he was christened Elzey "Si-wel-clo" Aitkin. Mr. Aitkin, can you deny that?

More than that, recognizing the fact that large financial resources were necessary for the success of such an institution, Mr. Aitkin's first experience was in a bank, so when he began with the Trenton Potteries Co. he was equipped both by name and early training to enter his work.

But he began right at the bottom, for his parents as well as his employers, were believers in the fact that merit will "always find a way" and "if there is anything in a boy, it will come out"—and it does.

While it isn't every man as young in years as Mr. Aitkin who has achieved such a position, yet with it all he has maintained that spirit of helpful cooperation and consideration for everyone connected with the institution, each working with the other for its success—this is characteristic of all the really "big" institutions that are worth while.

He was recently on a trip through the far West, visiting their Pacific Coast sales representative, M. Howard, and their jobbing connections. As one of them expressed it, he has such a "chummy, whole-souled, pleasing personality,

you feel as though you had always known him, and you simply can't help liking the fellow."

He believes firmly in his institution, and endeavors to keep his own personality in the background. He is proud to be identified with such a man as President J. A. Campbell and his associates.

Speaking of his associates, we wonder if the trade selling the Trenton line really know that the three middle letters of the trade mark name "Si-wel-clo" are simply the three first letters of Sales Manager Welling G. Titus' name?

Mr. Aitkin has a brother who is as much a success in his work in the same institution as he is in the management. He is responsible for their advertising methods and publicity cooperation, not surpassed by any institution in the country. He, too, lives up to his name, "A. King Aitkin."

While E. S. Aitkin, of course doesn't have the opportunity of meeting many of the master plumbers throughout the country as he would like to, for in that way he gets many ideas and suggestions, we are glad of this opportunity of introducing him to many of the men throughout the West who have installed their line.

Mr. M. Howard, Pacific Coast representative, has represented this institution for over 20 years, which is a tribute, both to them and to Mr. Howard and his associates.



E. S. AITKIN
General Manager Trenton Potteries Co.
He is sometimes known as Si-wel-clo Aitkin.

Be an optimistic salesman. Pessimism has no place in a store. Let the buyer be the pessimist, if we must have them, but the man or woman who makes the sale must be an optimist—plus.

"So," said the visitor, "you intend to become a physician when you grow up."

"Yes, sir. Because a doctor seems to be the only man that keeps on getting paid whether his work is satisfactory or not."

When a man is satisfied with conditions as he finds them, he might as well call in the undertaker, for the jig's up with him.



M. L. KLINE

**Plumbing, Heating, Mill
and Steam Supplies**

Exclusive Agents for
The William Powell Company
Valves and Specialties

30 Years Wholesaling
in Portland

84-86-87-89 FRONT ST.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent
and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

**PIPE
FITTINGS
VALVES
PUMPS**

GEORGE H. TAY COMPANY
SAN FRANCISCO
MISSION & SECOND STS. TELEPHONE DOUGLAS 2240
OAKLAND
TENTH & HARRISON STS. TELEPHONE LAKESIDE 4200

Master Plumbers of Oregon Hold Convention

THE EIGHTEENTH ANNUAL CONVENTION of the State Association of the Master Plumbers of Oregon, held at Astoria, was attended by representative delegations from all parts of the state.

The various delegates from up state, with their wives, gathered at Portland Friday evening and made the 100-mile moonlight trip down the Columbia River by the specially chartered palatial river steamer "Harvest Queen," the trip being shortened by cards, dancing, music and story telling, reaching Astoria in time for early breakfast.



The only time on record when plumbers are ever stumped is when the women folk sit down on them, which of course is all too seldom, eh? This was the experience of Ray Graham, Mrs. Ernest Sigler and Mr. and Mrs. Politz.

Promptly the convention was called to order by President Charles Fullman, of Portland, and listened to an address of welcome by State Vice-President W. N. Smith, of Astoria, and Mayor James Brenner, to which W. T. Finnegan, of Portland, responded in happy vein.

After the speeches of welcome were over the ladies were taken by a special entertainment committee for auto rides about the city and the convention got down to business by appointing committees. While these committees were preparing their report an able and exceedingly instructive address on the subject of the master plumber as a salesman was delivered by C. S. Whitcomb, Portland, and showing the necessity of the master plumber being something more than a good mechanic in order to succeed as a plumber.

William F. Eckert, director of the National Association, gave a short, pungent address upon the growth

of the organization idea and the results achieved, and pleaded for less selfishness, the necessity for rendering the public a real service and the satisfaction that comes from doing business with one's fellowmen in the absence of suspicion and distrust, which are conditions precedent to right preparation for the era of unparal-



A bunch of delegates wearing their trench caps. Judging by their prosperous looks, who says the plumbing business isn't good?

leled prosperity that is headed toward the great Northwest. An optimistic, broad-visioned enthusiasm is the great need of the hour.

Endorsement of the reconstruction program of the State, involving the State highway system and the expenditure of some \$5,000,000 was adopted by a unanimous vote.

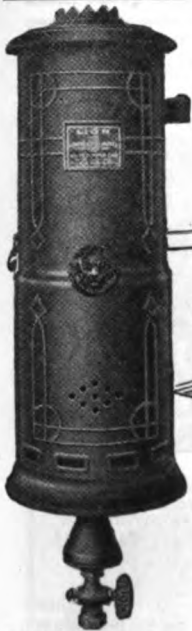
The practice in some quarters on public work of taking bids, making public the figures and then rejecting and calling for a new set of bids was discouraged as unfair and unethical and the matter was referred to a special committee for investigation and recommendation.

The officers of last year were duly elected, as follows: President, Charles Fullman, Portland; vice-president, W. N. Smith, Astoria; secretary, T. J. Rowe, Portland; treasurer, E. G. Ruedy, Portland.



Astoria's handsome reception committee, chosen not only for their splendid ability, but for their pulchritude, as many of the visiting delegates brought their wives and daughters.

Representatives of the four zones into which the State was divided for organization purpose were elected as follows: Zone No. 1, W. T. Finnegan, Portland; zone No. 2, R. F. Zackman, Tillamook; zone No. 3, A. L. Fraser, Salem; zone No. 4, F. W. Bishop, Baker. These, with the officers, forming the new state executive board. Delegate to the National Convention, William T. Finnegan, with T. J. Rowe as alternate.



This is water heater season

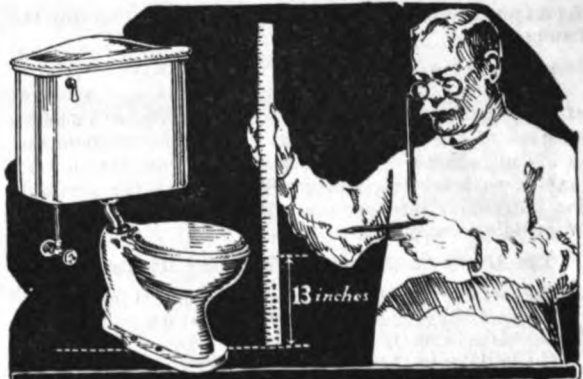
Coal fires are being put out and with them goes the convenient supply of hot water. People need hot water in summer as well as winter so spring and summer are the golden seasons for selling automatic and tank water heaters.

Pittsburgh Water Heaters

are the most satisfactory water heaters you can handle both as regards profits as well as the satisfaction they give to your customers. Once installed there is no returning to the job to eat up your profits.

Many plumbers think that the installation of gas burning water heaters should be left to the company supplying the gas. This is wrong and they thereby lose the profits from such installations. Write us today for descriptions of our automatic and tank water heaters. Add them to your line. Push them, and watch your business grow.

PITTSBURG WATER HEATER CO.
Pittsburgh, Pa.



The Hygieno Closet

will produce remodeling business.

It's the closet that has the talk points.

It's bowl is only thirteen inches high and causes the body to rest in a natural position — enabling the bowels to be quickly and completely emptied.

Comes in three combinations, all of which are extremely silent. Hygieno de Luxe—the all-white closet which has every bit of metal concealed. Hygieno —the closet of classic design — Hygieno Junior — an efficient low-priced closet.

PACIFIC 

PLUMBING FIXTURES

FOR SALE BY ALL JOBBERS

=====
Main Offices:

67 New Montgomery Street
San Francisco, Calif.

Factories:

Richmond and San Pablo, Cal.

Adjournment was had till 6:30, the hour set for the banquet.

The Banquet

The toastmaster, O. G. Hughson, business manager of the Portland Builders' Exchange and an honorary member of the Portland Master Plumbers' Association, in his introductory remarks called the convention's attention to a fact too often overlooked in the scramble for individual interest that there is but one business of building construction.

The Unity or Oneness in Building Construction

"I believe in the Master Plumbers' Holy Bible—the Price Book—the latest revision and unexpurgated—for it alone tells of his salvation.

"I believe in the prophets (profits) just, reasonable and fair.

"I believe in the Holy Spirit of Unity in the business of building construction. There is not one business of plumbing, another of the electrician, another of the general contractor, another of the sub-contractor,



Messrs. Finnigan and Rowe are a splendid team, and pull together just as though they had worked in double harness all their lives.

another of the dealer in materials, and another of manufacturing them. There is just one great building construction business and all these are but parts of the whole.

"The Siberian peasant gathering and sorting bristles for brushes in the hog corrals of Siberia; the native digging Kauri gum from the washes of New Zealand; the iron miners of Minnesota; the steel works of Bethlehem; the rolling mills of Pittsburgh; the glass factories; the sawmills; the gatherer of raw materials from the ends of the earth; the factories that produce the finished product; the jobbers who distribute and the contractors who erect—all are each others' employers and contribute to and share in the one great business of building construction. And I believe in the communion and fellowship of kindred minds—the oil producer of Dakota; the timber faller of the forest of the Northwest; the miners of umber and sienna; the importers of Chinese wood oil; the maker of builders' hardware; the manufacturer of plumbing supplies, to-

gether with all those who distribute and apply, erect or install the same—all belong to the one great Brotherhood of Builders.

"I believe all these, with architects who plan and journeymen who toil, should be united into one great body of common interest by unions, by trades, by as-



Composite group of newly elected officers and the old ones as well. They appear to fully appreciate the seriousness of their responsibility. They are William T. Finnigan, E. G. Ruedy, T. J. Rowe, William Smith and Charles Fullman.

sociations—local, state and national—until they head up in Washington in a Bureau of Building in permanent headquarters, so that representatives and senators and legislators all over the land would be proud to represent this great body of interests and see to it that the builders everywhere secure just laws and a square deal. Upon such a creed as this the vision of the builder is broadened, the scope of his efforts enlarged; his moral conceptions enriched, until with Holmes he voices his grasp on the forces of life.

'Build thee more stately mansions, Oh my soul!

As the swift seasons roll!

Leave thy low vaulted past!

Let each new temple, nobler than the last,

Shut thee from heaven with a dome more vast,

Till thou at length art free,

Leaving thine outgrown shell by life's unresting sea!'

William F. Eckert, of Seattle, outlined in a splendid address the great educational program of the National Association, while James B. Finnegan, business manager for the Portland Association, did justice to him-



The "Big Four Quartette," at least in avoidupois. They are: R. F. Zackman, James Griggs, Dan C. Rashlight and E. W. Fish.

self but failed to do ample justice to his subject, "The Ladies," although it must be said that he made a splendid effort to embrace his subject.

Senator A. W. Norblad, resident State Senator, spoke on Astoria "by the hour," and what he said

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE *when YOU SPECIFY*

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10 Steel $\frac{1}{4}$ " to 4"

A Snap—and it's On. "B&C" PLATES

have the snaplock catch

ORDER YOUR STOCK TODAY

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

The Old, Original Company

Pacific Coast Representative
W. ERWIN GILCHRIST

681 Market St.

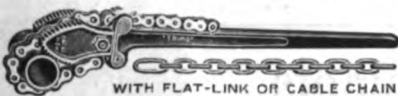
San Francisco, Calif.



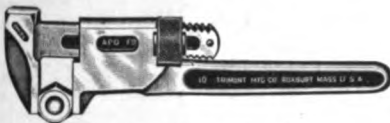
Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel



Trimo Chain Wrench
Eight sizes, take pipe $\frac{1}{8}$ " to 15"



Trimo Nut Wrench
steel handle only

The Word Trimo

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the **Trimo Pipe Wrench** superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



There is no use denying it, when it comes to giving class to any organization the ladies are a necessity. That is one reason why Messrs. James M. Griggs and William Eckert, who were accompanied by their wives, were so popular.

of the progressive city's achievements and needs he said applied to the whole State—and from the character of his address the association may count on one more friend in the Legislature.

The program closed by impromptu talks from the plumbers' guests and representatives of the jobbing houses of the Northwest.

Two immediate results were noted: First, steps were taken to organize a State Woman's Auxilliary and, second, application for membership have been coming in from various sections of the State to such a number that already the future of this State Association appears brighter than at any time in its history.

TO THE SALESMAN

When sales are getting thin,
Resolve they'll not get thinner.
If selling is the game,
Resolve to be the winner.
If smartness sells, resolve
To be of smart the smartest,
If selling is an art,
Resolve to be an artist.
If selling is but chance,
Resolve that you'll be lucky.
If sales depend on pluck,
Resolve that you'll be plucky.
If selling is a mood,
Resolve that you'll inspire it.

If selling is a knack,
Resolve that you'll acquire it.
If selling is a science,
Resolve to think of learning.
To find out what it is,
Resolve to be discerning.

THE SUCCESSFUL MAN

He pushes for more business in busy seasons, and, if customers are scarce, still pursues.

He practises strict economy and does not condescend to penuriousness.

He pays promptly and collects as he pays, rather than pays as he collects.

He is courteous in manner and appreciates the commercial value of cordiality.

He is honest, not from policy, but from principle; he considers success lacking self-approbation as failure in disguise.

He thinks first and deeply; and speaks last and concisely.

He possesses executive ability to a degree which renders him appreciative of the most valuable points in employes.

If you are cheerfully optimistic your customer will reflect optimism.

Montgomery & Levinne, who are engaged in the plumbing business at Seattle, have opened a branch store at Renton, Washington.

The Valley Plumbing & Sheet Metal Works, Tempe, Ariz., have filed articles of incorporation. The officers are G. H. Hammons, president; J. B. Stoneham, vice-president; E. O. Carlisle, secretary and treasurer.

Moenning & Howard, successors to C. H. Meisterheim, have engaged in business at San Jose, Cal., the members of the new concern being M. G. Moenning and D. C. Howard. They expect to handle a complete line of plumbing goods, including pumps, engines and sheet metal work.

Clyde E. Witter, of the Witter Fisher Co., of Moscow, Idaho, has opened a store and shop in Pullman, Wash., which will be operated under the name of the Witter Engineering Co. He is prepared to do all kinds of contracting for heating, plumbing, tinning, welding and general engineering work.



Revolving Cabinets

PLUMBERS, Hardware Dealers, Dealers in Auto Supplies, find our Cabinets invaluable. By using our Cabinets your stock is kept in good shape, clean, and where you can place your hand on any article instantly. They pay for their cost in saving of time. Made in various styles and sizes. Sold by all jobbers.

American Bolt & Screw Case Co.
Dayton, Ohio



Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



'ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

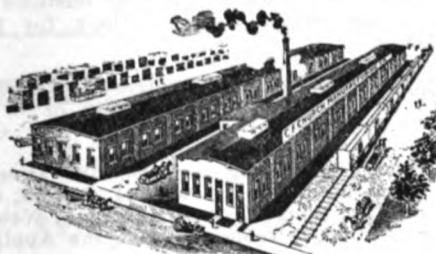
Tools with an En-
viable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.



OUR NEW PLANT, 20000 SQ. FEET
OPERATED ENTIRELY BY ELECTRICITY
HOLYOKE, MASS.



THE ORIGINAL AND LARGEST MANUFACTURERS OF THIS LINE IN THE WORLD.

HOLYOKE, MASS.

Home of Snow White Pyralin

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it.

Satisfaction in a superior product brings the buyer back again and again.

Pyralin products cost no more than the inferior, so insist upon the best—the Church quality. It pays you.

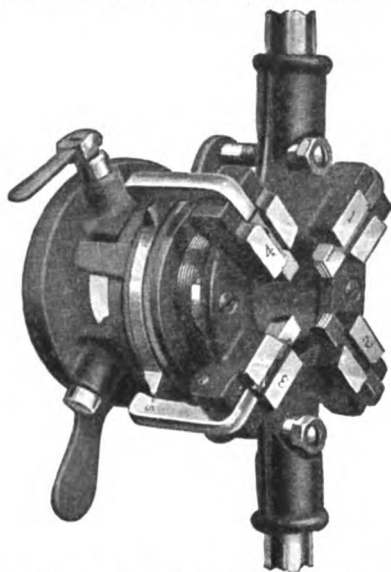
Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.



THESE GOODS CAN BE OBTAINED FROM THE LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.

If you cannot get them, address for information W. E. GILCHRIST, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

GREENFIELD RECEDING PIPE THREADER



In working out the design of the new receding pipe threader which has recently been added to the line of tools manufactured by the Greenfield Tap & Die Corporation, Greenfield, Mass., two special advantages are claimed for it—one the quick release of the chasers at the end of the cut, the other the quick resetting to cutting size.

In operation the tool is wound on to the pipe until a thread of the desired length

has been cut, after which the threader may be pulled straight off. It is stated that this tool "leads" on easily and that the action of the tool becomes freer as it is advanced onto the work.

No unwinding is necessary to return the threader to its original cutting position. To accomplish this result it is merely necessary to release the lead screw, lift the head, reset the trigger and begin another cut. It will be apparent that none but the actual cutting teeth of this threader follow around the threads.

The chasers are narrow and they travel along the pipe parallel to the thread they are cutting and not parallel to the axis of the pipe, the claim being made that this condition of operation reduces considerable friction. The chasers are interchangeable and made in such a way that it is possible to replace a single chaser in case of breakage. Under such conditions the replaced chaser will follow or "track" uniformly with the balance of the set, making it unnecessary to buy an entire new set of chasers when one becomes unfit for further use.

At the beginning of the operation, the chasers cut a full depth thread and as the work progresses the levers which support the chasers gradually change their position, permitting the chasers to recede until they have finally backed completely away from the pipe. Then the threader can be pulled straight off the pipe, avoiding loss of time in unwinding. A single turn of either of three conveniently placed lugs disengages the lead screw, so that the head may be pulled back to the original position and reset at that point.

A three-jawed universal chuck guide is provided on this tool and after the jaws are tightened against the pipe, one turn of a grip screw working inside of the chuck tightens the chuck so that it cannot slip. The jaws open wide enough to take in a coupling of the largest pipe size that comes within the range of this tool. Adjustment may be made for cutting shallow or deep threads, such adjustment being easily made by changing the setting of the lock nut and adjusting rods that project through the head of the threader.

The lead nut is made of three segments, which clean themselves and no dirt or chips can gather on the lead screw. Both the lead screw and nut are replaceable without requiring the tool to be returned to the factory.

The threader is regularly furnished with one set of narrow chasers for each pipe size. Briggs standard right-hand threads being furnished unless otherwise specified. Chasers for cutting British (Whitworth) standard threads may be furnished to order.

CALIFORNIA MASTER PLUMBERS HOLD CONVENTION AT LOS ANGELES

The State Association of Master Plumbers are in session at Los Angeles, as this issue reaches our readers.

Under the auspices of the Los Angeles Merchant Plumbers' Association, as well as the Long Beach Association, Bernard A. Newman, president, and Secretary Firmin, with the other officials, have made arrangements for one of the most interesting and helpful conventions they have ever held.

The programme begins on Monday, June 2, and continues through Wednesday, provides for a convention that is sure to be helpful and beneficial to the plumbing fraternity.

This issue goes to press too soon to give the proceedings of the convention.

Advertising is the education of the public as to who you are, where you are and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service.

Walter Palamountain has taken over a plumbing business at Burlingame, Cal.

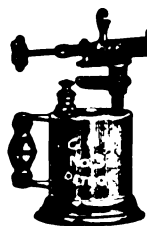
A. E. Wilcox, a plumber of Los Angeles, is preparing to open a plumbing shop at Holtville, Cal.

J. A. McNeil has opened a plumbing business at Safford, Ariz. He reports a good outlook for this season's business.

Gilbert & Minor are opening a plumbing establishment at Laverne, Cal., the firm consisting of C. R. Gilbert and T. E. Minor, formerly of Santa Ana, Cal.

Dauch Heating & Engineering Co., 521 Oregon building, is a new institution at Portland, Oregon, the members of the firm being Al Dauch and H. E. Weber. Mr. Dauch was formerly connected with the Appling Griggs Co.

M. D. Ford and R. F. Berry, who have been employed in the plumbing and sheet metal department of the Foster Hardware Co., Hanford, Cal., have formed a partnership and opened a store and sheet metal works at the same place. They plan to carry a complete stock, doing all kinds of metal work and plumbing.

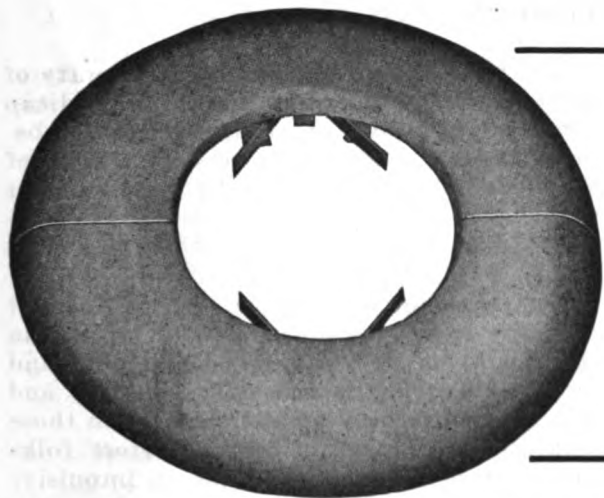


No. 32 Torch
List Price,
Each \$16.00
Ask for
Discount

Judge for Yourself

If the C. & L. No. 32 Torch is not the best Torch on the market for your particular work. It will work anywhere and keep up perfect generation, which makes it very popular with all mechanics. The burner is made of the best generator metal, the tank is made of heavy gauge seamless drawn brass, reinforced, making it extra strong and durable, and it will outlast several ordinary makes. Carefully tested and inspected before shipping. Try it and you will be pleased and satisfied. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba, Southwestern Representative, J. R. Devereux, No. 358 Beaver Hall Square, Montreal, Quebec, Canada.



Sold by all Jobbers and Plumbers'
Supply Houses Everywhere

OVER 1200 PHILADELPHIA PLUMBERS ARE USING AND SPECIFYING SAVILL'S SWAN-NECK FAUCET

Full-stream flow in a fraction of a minute.
Gentle half-turn either way operates.
Protective Stop on handle. Saves pinching.
Best red brass, 85% copper. Saves replacing.
Long nozzle-outlet. Saves splashing.

THOMAS SAVILL'S SONS, Wallace and Watts Sts., Philadelphia, Pa.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



Known the World Over



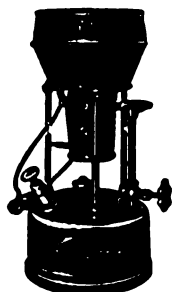
Patented
No. 35 Quart Torch
No. 35P Pint Torch

for quality, workmanship, and their merits; "ALWAYS RELIABLE" torches and furnaces.

When you buy this make, you know you receive torches and furnaces which are manufactured from the best materials obtainable, and that they are made by skilled workmen. It is for these reasons that we can guarantee

the quality, and workmanship, agreeing to replace or repair without charge any articles which prove defective through manufacture. Then again, each article is fitted with one or more patented features, making it the most practical on the market. Try some and be convinced.

OTTO BERNZ - Newark, N. J.



No. 66
COIL FURNACE
For Gasoline
Drawn Steel Tank
Automatic Spring
Valve
Brass Pump

*This Is Only One of
the Many*

TURNER

TRADE
HOT BLAST
MARK

Torches and Furnaces

You will profit by our catalog.

The Turner Brass Works

Sycamore, Illinois, U. S. A.

The business man who has not the faculty of getting along with people carries a handicap difficult to overcome. There is a difference between a silent, neutral, non-combative sort of an individual, who never has a disagreement with anyone, and a cordial, interested, sympathetic person, who has the ability to win friends and customers.

To get along with people well it is not necessary to act the stoical part of an Indian cigar sign man. Try rather to be friendly and courteous and kindly and warm-blooded, and to call to the surface the best impulses in those with whom we come in contact. Most folks find it easier to forgive and like an impulsive individual who makes an honest mistake sometimes, rather than an indifferent, crochety or superior mortal. A good mixer is one who takes an instinctive interest in the other fellow.

THE TREND OF TODAY

Henry Cabot Lodge, in his book entitled "Some Early Memories," has the following to say:

"The rapidity of fortune making is but one form of the increased and increasing swiftness which marks today every kind of occupation, whether useful or otherwise, as well as every function of daily life. To all societies it has brought haste in living, and hurry and restlessness are the keynotes of existence. The leisure class rush uneasily from one amusement to another; the busy transact business and push forward their affairs with feverish and often breakneck speed. That repose which our ancestors so prized and which they thought comported best with dignity of life and manners has departed. Quiet and repose would now be considered stupid and dreary, while contentment is looked upon as a sign of a poor, unambitious soul. The restlessness and hurry so prevalent and so beloved today have produced certain far-reaching results, which affect profoundly every activity of life and thought and thereby the very nature of our civilization."

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

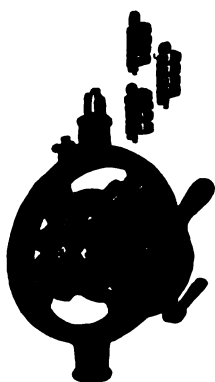
We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

RATCHET RECEDER



To provide for the performance of pipe threading operations in trenches or near to walls, and other places where the amount of space is limited, a ratchet receding pipe threader has been placed upon the market by the Greenfield Tap & Die Corporation. In its general arrangement this tool is similar to the regular receding threader which has just been described. The ratchet mechanism represents the only change and it is incorporated right into the die stock instead of being made an attachment. The head is so designed that the pulling strain of the handle comes directly back of

and in line with the chasers, thus minimizing the pull and preventing danger of trouble caused by twisting strains. The threader is made with two-handle lugs and two handles are furnished with the tool. When it is to be used with the ratchet mechanism one of these handles is taken off and the tool will then swing in a 14-inch circle; but it is equally feasible to disengage the ratchet, screw the second handle into place in its lug, and use this tool just as the regular receding pipe threader is operated.

PRODIGAL GENEROSITY

Thomas was not the brightest specimen on earth, and, try as he might, and apply as he might, could not succeed in obtaining a situation.

At last a bright idea occurred to him. He would offer his services free for a fortnight.

On these terms Mr. Ikey Fingelstein immediately engaged him.

The fortnight having expired, Thomas nervously petitioned for a "rise."

"Vat is your present salary?" asked Fingelstein.

"Nothing, sir," said Thomas.

Mr. Fingelstein contemplated the lad.

"Vell, my boy, yer vages is doubled!"

And Thomas was completely satisfied—until he had time to think over the generous offer.

Customers are guests in your store. Treat them with the courtesy which the word implies.

Walter F. Speer has engaged in the plumbing business in Pasadena, Cal.

C. L. Hughes, of Elma, Wash., recently opened a plumbing business at Mt. Vernon, Wash.

Clark Miller has engaged in the plumbing business at 1318 Tenth Avenue, Lewiston, Idaho.

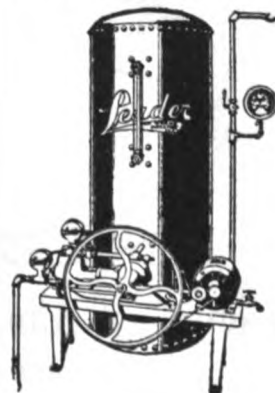
Tustin Nicoles has purchased the plumbing and tin shop of the Smith Hardware Co., Lompoc, Cal.

A. R. McDonald has returned to Mt. Home, Idaho, and will there engage in the plumbing business.

Montgomery & Lavine, of Seattle, Wash., have opened a new branch at 316 Second Avenue South, Seattle.

Leader

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California

Sole Distributors



No. 1 Fire Pot. List Price, Each, \$27.20
Ask for Discount

A Money Saver

The No. 1 Fire Pot has the highest degree of heat generating power and efficiency with the smallest consumption of fuel. The secret lies in the improved construction of the burner and in the superior quality of metals used. The saving in gasoline alone will soon pay the cost of the No. 1 Fire Pot. The tank is made of seamless drawn steel, with large funnel and filler plug and all fittings are welded in, making it extra strong. The powerful burner is swiveled so that the frame can be placed where needed. The No. 1 is the greatest general utility Fire Pot made and is favorably known to all mechanics. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

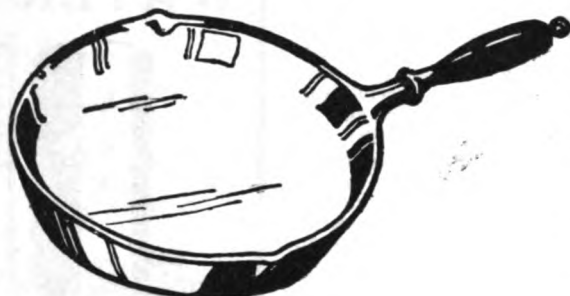
"A New Addition to the Family"

Of "LIFETIME" Ware

Pure Aluminum Cooking Utensils are fast taking the place of the heavy and cumbersome iron and steel kitchen ware.

DEALERS!!

If you want the Best, you will order "Lifetime" Ware—NOW.



"Lifetime" Ware in cast aluminum or heavy stamped and spun sheet aluminum, carry the same beautiful style and finish and the same guarantee—20 years.

Heavy Cast Aluminum 9-inch Fry Pan

WRITE FOR PRICES

BETTER GET YOUR ORDER IN FOR "LIFETIME" COOKING UTENSILS

WE WILL ONLY GUARANTEE OUR PRICES AGAINST
ADVANCE FOR A SHORT TIME

ALUMINUM PRODUCTS CO. (OF THE PACIFIC COAST) - Oakland, California

IT'S UP TO YOU

"Get out of the crowds of discontent,
Get into the ranks of merriment.
The man who has worked, and does his stunt,
Hasn't the time to pout or grunt.
It's up to you to choose your place;
It's up to you to set your pace;
Work with a will; have an aim in view.
Remember success—it's up to you."

AN OLD ROPE STORY

An Oriental story tells of a man who was asked to lend a rope to a neighbor. His reply was that he was in need of the rope just then.

"Shall you need it a long time?" asked the neighbor.

"I think I shall," replied the owner, "as I am going to tie up some sand with it."

"Tie up sand!" exclaimed the would-be borrower. "I do not see how you can do that!"

"Oh, you can do almost anything with a rope when you do not want to lend it," was the reply.

INSIDE IMPROVEMENTS

Job Hinckley is fixing up his interior this week by giving it a coat of paint.—Wahoo, Neb., Wash.

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

You Can Get It at the

Largest Stove Re-
pair House in the
Northwest

THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic			38 Colts Police Positive. 1.35 1.50			oz., drop shot .....\$1.25					
Box.			38 S & W..... 1.35 1.50			3 drs. x 1 1/2 oz., 24 grs. x					
Blank Rim Fire— Black Smkls			38 S & W Special..... 1.60 1.75			1 1/2 oz. drop shot 1.25					
22 Short \$.20			38 Winchester..... 1.85 2.30			3 1/4 drs. x 1 1/2 oz., 26 grs.					
32 Short ..... .40			41 Colts Short DA..... 1.45 1.65			x 1 1/2 oz., drop shot..... 1.25					
Blank Center Fire—			41 Colts Long DA..... 1.75 1.90			3 1/4 drs. x 1 1/2 oz., BB shot,					
32 S & W..... .65			44 Bull Dog..... 1.50			drop shot 1.35					
38 S & W..... .80			44 S & W Amer..... 1.90 2.15			3 1/4 drs. x Buck shot, drop					
38 Long Colt..... 1.35			44 S & W Rus..... 1.90 2.15			shot 1.85					
44 W O F..... 1.65			44 S & W Special..... 2.15 2.30			16 2 3/4 drs. x 1/2 oz., 22 grs. x					
Shot Rim Fire—			44 Webley..... 1.65			1/2 oz., drop shot..... 1.15					
22 Long ..... .60 .70			44 Winchester..... 1.85 2.30			2 3/4 drs. x 1/2 oz., BB shot,					
32 Long 1.20			45 Colts 2.15 2.35			drop shot 1.20					
Shot Center Fire—			45 Colts Auto 2.85			20 2 1/4 drs. x 1/2 oz., 18 grs., x					
32 S & W..... 1.10			Center Fire Military and Sporting—			1/2 oz., drop shot..... 1.15					
32 W O F..... 1.45			22 Savage 1.60			Winchester Leader or Remington					
38 S & W..... 1.30			250-3000 Savage 1.75			U. M. O. Arrow—					
38 W O F..... 1.65			25-21 Stevens 2.30			12 3 1/4 drs. x 1 1/2 oz., 26 grs. x					
44 W O F..... 1.65 1.90			25-25 Stevens 1.90			1 1/2 oz., chilled shot..... 1.40					
44 X L 1.80 2.05			25-35 Winchester 1.40			3 1/4 drs. x 1 1/2 oz., 28 grs. x					
44 Game Getter 1.65 1.90			25-35 Short Range 1.40			1 1/2 oz., chilled shot..... 1.45					
Rim Fire, Ball—			25-38 Marlin 1.40			16 2 3/4 drs. x 1/2 oz., 22 grs. x					
BB Caps ..... .40			25 Remington Rimless 1.40			1/2 oz., chilled shot 1.80					
OB Caps ..... .50			6 MM U S N..... 2.10			20 2 1/4 drs. x 1/2 oz., chilled					
22 Short ..... .30 .35			7 MM Spanish Mauser 2.10			shot 1.25					
22 Short H P..... .35 .40			7.655 MM Bel Mauser 2.10			2 1/2 drs. x 1/2 oz., chilled shot 1.85					
22 Long ..... .40 .45			8 MM Mauser 2.10			Trap Loads—					
22 Long H P..... .45 .55			9 MM Mauser 2.30			12 3 drs. x 1 1/2 oz., 7 1/2 chilled 1.35					
22 Long Rifle ..... .40 .50			30-30 Winchester 1.60			3 1/4 drs. x 1 1/2 oz., 7 1/2 chilled 1.40					
22 Long Rifle H P..... .45 .55			30 Remington Rimless 1.60			Black Powder—Loads—					
22 W R F..... .60 .65			30 Government Rimless 2.30			12 3 1/4 drs. x 1 1/2 oz., drop shot 1.05					
22 W R F, H P..... .65 .70			30S Savage 1.60			Caps and Primers—					
22 Win Auto ..... .70			32 Remington Rimless 1.60			Percussion ..... .20					
22 Win Auto, H P..... .70			32-40 Winchester 1.20 1.35			Muskets Caps ..... .25					
25 Short Stevens ..... .70			32-40 Winchester H V..... 1.60			Primers, 100 in box..... .35					
25 Stevens ..... .90			32 Winchester Sif Ldg..... 2.80			Primers, 250 in box..... .80					
32 Short ..... .70			32 Winchester Special..... 1.60			Empty Paper Shells—Black Pow—					
32 Long ..... .80			33 Winchester 2.10			12, 16, 20, Ga. per 100..... 1.50					
38 Short 1.10			35 Remington Rimless..... 1.75			10 Ga. per 100..... 1.65					
38 Long 1.15			35 Winchester 2.30			For Smokeless Powder, Repeater or					
41 Short 1.10			35 Winchester Sif Ldg..... 2.90			Nitro Club Target and High					
Center Fire Pistol—			351 Winchester Sif Ldg..... 3.30			Gun—					
22 Win SS 1.45 1.65			38-55 Winchester Lead..... 1.45 1.75			12, 16, 20, 28 Ga. per					
25 Colts Auto 1.60			38-55 Winchester HV..... 1.95			100 1.80					
25-20 Single Shot 1.75 2.05			38-56 Winchester 1.45 1.75			10 Ga. per 100..... 2.10					
25-20 Win 1.55 1.80			40-60 Marlin 1.50			Leader or Arrow Ideal and					
25-20 Win HV..... 2.00			40-60 Winchester 1.50			Premier—					
7.63 MM-Mauser..... 2.40			40-65 Winchester 1.50 1.75			12, 16, 20, 28 Ga..... 2.30					
7.65 MM-Mauser 2.40			40-70 Winchester 1.55			10 Ga. per 100..... 2.40					
9 MM-Luger 2.60			40-72 Winchester 1.55 1.80			Empty Brass Shells—					
32 Colts Auto 1.70			40-82 Winchester 1.55 1.80			Best Qual. 12, 16, 20,					
32 Colts Short 1.10 1.20			401 Winchester Auto..... 1.70			28, Box 25 2.75					
32 Colts Long 1.25 1.35			405 Winchester 2.50			2nd Qual. 12, 16, 20,					
32 Colts Police Positive. 1.25 1.35			45-60 Winchester 1.55			28, box 25 2.10					
32 S & W..... 1.10 1.20			45-70-405 Government..... 1.55 1.80			Wads—					
32 S & W Long..... 1.25 1.35			45-75 Winchester 1.55			Cardboard, box 250... .20					
32-20 Marlin..... 1.55 1.90			45-90 Winchester 1.65 1.80			Black Edge, Reg., box					
32 Winchester..... 1.55 1.90			SHELLS, LOADED—			250 ..... .50					
32-20 Win HV..... 2.00			Winchester Repeater or Rem-			Black Edge, 1/4 in., 125					
35 S & W Auto..... 1.75			ington U. M. O. Nitro Club—			in box ..... .40					
38 Colts Auto..... 2.50			12 2 drs. x 1 oz., 24 grs. x 1			Black Edge, 1/4 in., 250					
38 Colts Short 1.35 1.50						in box ..... .50					
38 Colts Long 1.40 1.60											
ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.75 each; No. 30, 4 1/2 White, \$3.75 each; No. 281, 3 1/2 Sierra, \$3.25 ea.; No. 281, 4 Sierra, \$3.25 ea.; No. 281, 4 1/2 Sierra, \$3.25 each. Railroad, No. 30 B, White, \$4.00 each; No. 30 B, 5 1/2 White, \$4.00 each; No. 283, 5 Sierra, \$3.50 each; No. 283, 5 1/2 Sierra, \$3.50 each. Ship, No. 44, 4 White, \$4.25 each; No. 44, 4 1/2 White, \$4.25 each; No. 44, 4 1/2 White, \$4.50 each; No. 45, 4 1/2 White, \$5.00 each; No. 45, 5 White, \$5.00 each; No. 285, 4 Sierra, \$3.75 each; No. 285, 4 1/2 Sierra, \$3.75 each.						AUGERS—Greenlee Carpenters Nut, No. 57.					
ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.						Size 1/2 % 1 1/2 1 1/2 1 1/2 1 1/2					
ANVILS—Vulcan No. 2, 20-lb., \$8.50; No. 3, 30 lb., \$9.50; No. 4, 40-lb., \$11.50; No. 5, 50-lb., \$13.00. No. 6, 60-lb., \$14.50; No. 7, 70-lb., \$16.00; No. 8, 80-lb., \$17.50. Trenton or Columbian—80 to 425 lbs., 35c per lb.; 70 to 79 lbs., 35 1/2c per lb.; 60 to 69 lbs., 36c lb.; 50 to 59 lbs., 37c lb. With Clip Horn 2c per lb. extra.						Each \$1.00 \$1.00 \$1.15 \$1.25 \$1.35 \$1.65					
ANTIMONY—Slab, 45c lb.						Size 1 1/2 1 1/2 1 1/2 2 2 1/2 3					
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.						Each \$2.00 \$2.35 \$2.65 \$4.00 \$8.00					
ASBESTOS—						Greenlee Ship.					
Mill board, 30c lb.; Cut, 35c lb.						16ths 8-10 11-12 13 14 15 16					
Paper, 30c lb.; Cut, 35c lb.						60 each \$1.60 \$1.75 \$1.75 \$1.85 \$1.95 \$2.00					
Wicking, 1/2-lb. balls, 65c each.						62 each 1.95 2.00 2.00 2.15 2.20 2.25					
Wicking, 1-lb. lots, \$1.25.						16ths 17 18 19 20 21 22					
Cement, per sack, \$7.25; per lb. 10c						60 each \$2.15 \$2.25 \$2.30 \$2.40 \$2.50 \$2.50					
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.						62 each 2.50 2.65 2.60 2.80 3.15 3.15					
ASBESTOS—						16ths 23 24 25 26 27 28					
Mill board, 30c lb.; Cut, 35c lb.						60 each \$2.85 \$3.00 \$3.30 \$3.45 \$3.75 \$4.10					
Paper, 30c lb.; Cut, 35c lb.						62 each 3.50 3.60 3.65 3.75 4.10 4.40					
Wicking, 1/2-lb. balls, 65c each.						16ths 29 30 31 32					
Wicking, 1-lb. lots, \$1.25.						60 each \$4.40 \$4.70 \$5.00 \$5.35					
Cement, per sack, \$7.25; per lb. 10c						62 each 4.70 5.35 5.95 6.25					
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long Brown, \$1.75; No. 2 Short Brown, 75c.						AXES—Boys' Handled, Blue Wing, \$2.50 each; Pacemaker, \$2.00. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673 \$1.65 each. Boy Scout, 655 S, \$1.85 each; 656, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 8-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3 1/2-4 1/2, \$3.25 each.					
ASBESTOS—						(Continued on page 178)					
Mill board, 30c lb.; Cut, 35c lb.											
Paper, 30c lb.; Cut, 35c lb.											
Wicking, 1/2-lb. balls, 65c each.											
Wicking, 1-lb. lots, \$1.25.											
Cement, per sack, \$7.25; per lb. 10c											

HARDWARE WORLD **RETAIL SELLING PRICES—Continued.**

L & G ENAMELED WARE

Biggins, Coffee	9	20	60	1.85	34	.60	Water Pitchers	2	1.10					
0	10	25	70	1.45	35	.75	3	1.25						
01	10 M	25	80	1.75	36	.85	4	1.40						
00	11	30	90	2.00	Milk Pans				Deep Pie Plates	39	.35			
010	25	25	Ladles, Deep				00	20	40	.40				
020	40	.40	100	.30	0	.25	11	.30	27	.25				
030	120	.50	110	.35	15	.35	20	.40	28	.30				
040	Cups and Saucers		129	.40	30	.40	30	.45	29	.35				
050	20	.45	101	.35	40	.50	50	.55	30	.40				
Coffee Boilers		400	.50	111	.35	60	.60	19	.35					
60	10	.55	Cuspidors				80	.75	20	.40				
70	20	.65	01	.30	Measures				Fireless Cooker Pots	1450	1.95			
80	30	.80	02	.45	01	.80	100	.85	1650	2.35				
90	100	1.50	04	.60	06	1.15	120	.95	1850	2.75				
100	200	1.05	05	.80	11	.60	Convex Sauce Pans		2 1/2	.55				
Rice Boilers		240	1.50	06	1.15	02	.65	3	.60					
14	800	1.35	11	.60	03	.75	08	.90	5	.75				
16	10	.35	Cup Dippers		04	1.00	05	1.10	15	.80				
18	10	.40	10	.35	06	1.15	08	1.35	25	.95				
20	11	.40	11	.40	08	1.75	010	2.05	35	1.10				
22	Dippers, Windsor		110	.40	012	2.50	Pans, Combination		55	1.25				
24	112	.45	114	.50	Sauce		1 D	1.90	Tea Pots		00	.60		
26	Dippers, Suda		2	.50	Pans, Bed		10 T	2.75	01	.65				
28	4	.55	Dishes, Soap		1	3.50	Lipped Sauce Pans		0	.75				
30	50	.85	50	.35	Pans, Douche		10	.35	10	.80				
32	60	.35	60	.35	2	2.50	12	.40	20	.90				
34	Fillers, Fruit Jar		20	.35	Bread Pans		14	.45	30	1.00				
36	10	.60	Flasks, Coffee		11	.45	16	.50	40	1.15				
Covered Buckets		21	.50	Pieced Funnels		12	.55	Straight Sauce Pots		018	.90			
21 1/2	22	.60	22	.70	9	.80	18	.55	020	1.05				
23	24	.85	01	.35	10	.85	20	.60	022	1.30				
24	26	1.00	02	.40	69	.85	22	.65	024	1.45				
26	28	1.35	03	.45	70	.40	24	.85	026	1.75				
28	30	1.60	04	.50	200	.45	26	1.15	028	2.35				
30	32	1.85	05	.65	Corn Cake Pans		30	.80	080	2.65				
32	150	.60	06	.80	706	.65	Straight Sauce Pans		082	3.00				
34	250	.70	Convex Kettles		709	.90	150	.60	Soup Stock Pots		318	15.00		
36	350	.80	02	.65	712	1.05	250	.65	324	18.00				
450	450	.95	03	.75	Muffin Pans		350	.80	336	21.00				
650	850	1.15	04	.90	406	.55	450	.95	212	5.50				
850	1050	1.60	05	1.00	409	.80	650	1.25	218	7.50				
1050	1250	1.85	06	1.10	412	.90	Stew Pans		224	9.00				
1250	Dinner Buckets		08	1.35	Deep Pudding Pans		3	.40	236	10.50				
110	110	1.85	010	1.60	50	.25	4	.45	Roasters		150	3.00		
111	111	2.10	012	1.90	100	.30	5	.50	180	4.00				
112	112	2.35	212	1.40	150	.35	6	.60	Flat Skimmers		10	.30		
113	113	2.65	214	1.55	200	.40	16	.45	12	.35				
502	502	1.65	216	1.85	300	.45	18	.55	Basting Spoons		10	.20		
503	503	1.85	218	2.10	400	.50	20	.60	14	.25				
Chambers		222	2.45	400	.50	500	.55	12	.30	16	.30			
1	1	.60	222	3.10	600	.65	Pana, Oblong Stove		18	.35				
1 1/2	1 1/2	.75	Preserving Kettles		800	.75	04	.45	Steamers		7	1.40		
2	2	.90	14	.45	1000	.85	100	.55	8	1.65				
3	3	1.00	16	.50	Dish Pans		200	.60	Steepers, Tea		2	.55		
Chamber Covers		22	.65	18	.55	15	1.90	300	.80	3	.65			
10	24	.75	22	.75	20	.60	325	.90	Oval Foot Tube		0	1.45		
1 1/2 O	26	.80	24	.80	71	.60	350	.95	1	1.75				
20	28	.95	26	.80	100	1.25	400	1.10	2	2.00				
30	32	.95	28	.95	140	1.40	425	1.25	3	2.45				
30	30	.45	30	1.10	170	1.60	475	1.35	4	3.00				
Colanders		32	1.25	72	.75	210	1.95	550	1.75					
1	36	.90	36	1.65	73	.90	Pans, Square Stove							
2	40	.70	40	2.85	74	1.10	110	.75						
3	50	.90	50	3.75	Milk Kettles		111	.80						
104	407	1.00	Tea Kettles		08	1.05	112	.95						
205	3	.25	71	.60	010	1.15	113	1.05						
306	6	.30	72	.75	014	1.35	114	1.25						
407	8	.20	73	.90	017	1.50	115	1.40						
Cups		74	1.10	Lipped Fry Pans		116	1.55	116	1.55					
3 (Mug)	30	.35	74	1.10	30	.40	118	1.75	118	1.75				
3	40	.30	Tea Kettles		81	.45	120	1.85	Pitchers, Molasses					
6	50	.20	40	1.05	82	.50			601	.70				
8	50	.20	50	1.20	83	.55								

(Continued from page 177)

Tuff Temper, 4-5, \$3.25 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/4-4 1/2, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$3.75 each; Dreadnaught, 3 1/4-4 1/2, \$3.75 each; Bluebird, 3-4, \$3.75 each; Bluebird, 3 1/4-4 1/2, \$3.75 each; Bluebird, 4-5, \$3.75 each; Pacemaker, 3-4, \$3.75 each; Pacemaker, 3 1/4-4 1/2, \$3.75 each; Pacemaker, 4-5, \$3.75 each; Tuff Temper, 3-4, \$3.75 each; Tuff Temper, 3 1/4-4 1/2, \$3.75 each; Tuff Temper, 4-5, \$3.75 each; Quaker City, 3-4, \$3.75 each; Quaker City, 3 1/4-4 1/2, \$3.75 each; Quaker City, 4-5, \$3.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/4-4 1/2, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-4, \$2.50 each.

BABBITT—Frictionless, 45c lb.; Magnolia, 50c lb.; No. 4, 20c lb.; No. 2, 22c lb.; No. 1, 25c lb.; No. A (genuine),

\$1.30 lb.; Challenge, \$1.10 lb.; Special Motor, 95c lb.; Excelsior, 28c lb.; Acme, 70c lb.; XXXX Nicked \$1.35 lb. BARS—Crow, Pinch Point No. 10, 18c lb.; Wedge No. 16, 18c lb.; Liming No. 80, 18c lb.; Digging No. 530, 27c lb.; Tamping No. 25, 16c lb.; Claw No. 30, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—1/2 x 12, 55c each; Goose Neck No. 3659, 1/2 x 24, 85c each; Goose Neck No. 3662, 1/2 x 24, \$1.00 each; Straight Chisel No. 14, 1/2 x 15, 85c.

BATTERIES DRY CELL—Columbia, No. 6, 50c each; No. 6-B, 50c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 50c each. Hot Shot Multiple, No. 1562, \$3.25 each; No. 1662, \$3.75 each. Ever Ready, same price as Columbia.

BIRBS—Compression—

Plain 1112—1/4-inch Rough, \$1.00 each; 1/2-inch, \$1.25; 3/4-inch, \$1.75; 1-inch, \$3.60.

RETAIL SELLING PRICES—Continued

112— $\frac{1}{2}$ -inch Finished, \$1.25 each; $\frac{3}{8}$ -inch, \$1.50; $\frac{1}{4}$ -inch, \$2.15; 1-inch, \$3.80.
 0112— $\frac{1}{2}$ inch Nickel-plated, \$1.45 each; $\frac{3}{8}$ -inch, \$1.80; $\frac{1}{4}$ -inch, \$2.25; 1-inch, \$4.25.
 Hose—1113— $\frac{1}{2}$ -inch Rough, \$1.10 each; $\frac{3}{8}$ -inch, \$1.45; $\frac{1}{4}$ -inch, \$1.85; 1-inch, \$3.85; $1\frac{1}{4}$ -inch, \$7.25; $1\frac{1}{2}$ -inch, \$9.50.
 113— $\frac{1}{2}$ -inch Finished, \$1.45 each; $\frac{3}{8}$ -inch, \$1.70; $\frac{1}{4}$ -inch, \$2.25; 1-inch, \$4.25.
 0113— $\frac{1}{2}$ -inch Nickel-plated, \$1.60 each; $\frac{3}{8}$ -inch, \$1.85; $\frac{1}{4}$ -inch, \$2.60.

BITS—Auger

Size	16ths.	3	4-8	9-10	10-12	13-14	14-16	18	20
31—List.									
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00	
31—Sell.									
Each.	.50	.45	.50	.60	.75	.90	1.10	1.25	
100—List.									
Doz.	6.00	5.00	6.00	7.00	8.25	9.50	12.00	14.00	
100—Sell.									
Each.	.65	.55	.65	.65	.85	1.00	1.25	1.40	
101—List.									
Doz.	5.00	6.00	7.00	8.25					
101—Sell.									
Each.	.55	.65	.75	.85					
Size 16ths.	3	4-6	7	8	9	10	11-12	13-14	
35—List.									
Doz.	4.50	4.00	4.50	5.00	5.50	6.00	7.00	8.00	
35—Sell.									
Each.	.40	.35	.40	.45	.50	.55	.60	.70	
Size 16ths.				15-16	17-18	20	22	24	
35—List.									
Doz.				9.00	10.50	12.00	13.50	15.00	
35—Sell.									
Each.				.80	.90	1.00	1.15	1.30	
Size 16ths.	4-6	7	8	9	10	11	12	13	
47—List.									
Doz.	9.00	10.00	11.25	12.50	13.75	15.00	16.25	17.50	
47—Sell.									
Each.	.70	.75	.85	.95	1.05	1.15	1.25	1.35	
Size 16ths.							14	15	16
47—List.									
Doz.						19.00	20.50	22.00	
47—Sell.									
Each.						1.20	1.30	1.40	
Size 16ths.	5-8	9	10	11	12	13	14	15	
53—List.									
Doz.	11.25	12.50	13.75	15.00	16.25	17.50	19.00	20.50	
53—Sell.									
Each.	1.35	1.50	1.65	1.80	1.90	1.95	2.35	2.45	

Solid Center, in Sets—111 $\frac{1}{2}$, \$1.05 set; 15, \$3.85 set; 26, \$6.00 set; 35, \$8.50 set; 55, \$3.50 set.
 Irwin, in Sets—53, \$4.75 set; 55, \$7.00 set; 55C, \$7.00 set.
 Russell Jennings, in Sets—4520 $\frac{1}{2}$, \$7.00 set; 4532 $\frac{1}{2}$, \$4.532 $\frac{1}{2}$ C, \$10.00 set; 4720 $\frac{1}{2}$, \$7.00.

BELLS—Alarm—Door—No. 125, 85c each; 15, 85c.

Call—No. 9, 30c each; 24, \$1.25.
 Gong—No. 120 85c each; 405, \$2.10; 406, \$2.85; 407, \$4.25; 408, \$5.75; 410, \$10.50; 412, \$18.50.
 Hand—No. 0, 25c each; 1, 35c; 2, 45c; 3, 60c; 4, 80c; 5, \$1.10; 6, \$1.50; 7, \$1.85; 8, \$2.35; 9, \$3.00; 10, \$3.75; 12, \$4.50; 14, \$5.75.
 Door—No. R, EA422, 75c each; R, EA424, 75c; R, EA425, 65c; R, EA426, 75c; R, EA427, 75c; R, EA429, 65c.
 Push—R, EA, 512, 85c each; R, EA522, \$1.50; R, EA524, \$1.00; R, EA525, \$1.00; R, EA526, \$1.50; R, EA527, \$1.50.
 Farm—No. 1, \$7.00 each; 2, \$8.50; 3, \$11.50; 4, \$15.50.
 Stock—Cow—No. 7, 25c each; 6, 30c; 5, 40c; 4, 50c; 3, 60c; 2, 75c; 1, 90c; 0, \$1.05.

BELLS—Kentucky Cow—No. 0, \$1.25 each; No. 1, \$1.00; No. 2, 85c; No. 3, 65c; No. 4, 50c; No. 5, 40c; No. 6, 35c; No. 7, 25c.

BELLS—Electric—2 $\frac{1}{2}$ -inch, Eclipse Iron Box, 85c each; 3-in. Nonpariel, \$1.00.

BEVELS—Sliding T—No. 18: 6-in., 95c; 8-in., \$1.20; 10-in., \$1.35. No. 25: 6-in., 65c; 8-in., 70c; 10-in., 75c; 12-in., 80c; No. 1—Odd Jobs, \$1.00

BLOCKS—Wood Tackle.

	Com.	Com.	Com.	Pat.	Pat.	Pat.
	Sngl.	Dbl.	Triple	Sngl.	Dbl.	Trpl.
3-inch	.80	1.45	1.90	1.20	2.20	3.20
4-inch	.95	1.75	2.35	1.30	2.50	3.60
5-inch	1.00	1.90	2.50	1.40	2.80	3.85
6-inch	1.20	2.20	3.20	1.65	3.15	4.85
7-inch	1.45	2.65	3.85	1.65	3.65	5.50
8-inch	1.80	3.10	4.65	2.50	4.50	6.60
10-inch	3.00	4.90	6.85	3.85	6.60	9.35
12-inch	4.85	8.25	11.70	5.80	10.00	14.50

BLOCKS—Steel Tackle

	Single	Double
3-inch	.95	1.75
4-inch	1.15	2.15
5-inch	1.35	2.35
6-inch	1.50	2.75
8-inch	2.75	4.50
10-inch	4.25	7.00

BLOCKS—Wood Snatch—

6-inch	4.50
8-inch	6.50
10-inch	9.00
12-inch	11.00

BLOWERS—With Tyre Irons—No. 400 Champion, \$40.00; No. 40, Lancaster, \$25.00; Royal, \$40.00.

BOARDS, IRONING—

With Table—No. 2, Plain, \$2.50 each; No. 14, Holdfast, \$1.50 each; No. 10, Springer, 60x15", no sleeve board, \$3.25 each; No. 20, Springer, 54x13", no sleeve board, \$3.00 each; No. 30, Springer, 54x13", no sleeve board, \$2.55 each; No. 40, Springer, 50x12", no sleeve board, \$2.85 each.

Without Table (Skirt Boards)—4 foot, \$1.00 each; 5 foot, \$1.40 each; 5 $\frac{1}{2}$ foot, \$1.65 each; 6 foot, \$1.85 each.

BOARDS, STOVE—

Wood Lined—Size 24x24, \$1.75 each; 24x36, \$2.50; 26x26, \$2.10; 26x32, \$2.50; 28x28, \$2.50; 28x34, \$2.75; 30x30, \$2.85; 30x38, \$3.25; 33x33, \$3.25; 32x42, \$4.00; 36x36, \$4.00.

Paper Lined—Size 18x18, \$1.00 each; 24x24, \$1.10; 26x26, \$1.20; 28x28, \$1.35; 30x30, \$1.60; 26x30, \$1.75; 28x32, \$1.90; 30x36, \$2.25.

BOARDS, WASH—Toy No. 815, .25c each; Single Zinc No. 820, 50c each; 980, 55c each; 983, 55c each; Double Zinc No. 984, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 75c each.

BOLTS—Common Carriage—

	3-16 & $\frac{1}{4}$ -in.	5-16-in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.
Size—	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1 $\frac{1}{2}$	.15 1.00	.20 1.40	.30 1.90	.55 3.60
2	.15 1.10	.25 1.50	.30 2.05	.55 3.60
2 $\frac{1}{2}$	.20 1.20	.25 1.65	.35 2.20	.55 3.60
3	.20 1.30	.25 1.75	.35 2.40	.60 3.90
3 $\frac{1}{2}$	.20 1.40	.30 1.90	.40 2.55	.65 4.20
4	.25 1.50	.30 2.00	.40 2.70	.70 4.50
4 $\frac{1}{2}$	.25 1.60	.30 2.10	.45 2.85	.70 4.80
5	.25 1.70	.35 2.25	.45 3.00	.75 5.10
5 $\frac{1}{2}$	.30 1.80	.35 2.35	.50 3.20	.80 5.40
6	.30 1.90	.40 2.50	.50 3.35	.85 5.75
6 $\frac{1}{2}$	.35 2.20	.45 2.85	.55 3.85	.90 6.05
7	.35 2.30	.45 3.00	.60 4.00	.95 6.35
7 $\frac{1}{2}$	.35 2.40	.45 3.10	.65 4.20	1.00 6.65
8	.40 2.55	.50 3.25	.65 4.40	1.05 6.95
8 $\frac{1}{2}$		.50 3.40	.70 4.55	1.10 7.25
9		.55 3.50	.70 4.75	1.15 7.60
9 $\frac{1}{2}$		.55 3.65	.75 4.90	1.20 7.90
10		.60 3.80	.75 5.10	1.25 8.20

BOLTS—Stove—

	$\frac{1}{4}$ -in.	5-16-in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.
Size—	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1 $\frac{1}{2}$	.10 .45	.10 .45		
1 $\frac{1}{4}$	.10 .45	.10 .45	.10 .65	
1 $\frac{1}{2}$	.10 .45	.10 .45	.10 .65	.15 .95
1 $\frac{1}{4}$	.10 .50	.10 .50	.10 .70	.15 1.00
1 $\frac{1}{2}$	.10 .50	.10 .50	.10 .70	.15 1.00
1 $\frac{1}{4}$	.10 .55	.10 .55	.15 .75	.15 1.05
1 $\frac{1}{2}$	.10 .60	.10 .60	.15 .85	.15 1.15
1 $\frac{1}{4}$	.10 .65	.10 .65	.15 .85	.20 1.20
2	.10 .65	.10 .65	.15 .90	.20 1.25
2 $\frac{1}{4}$		.10 .70	.15 .95	.20 1.30
2 $\frac{1}{2}$		.15 .75	.15 1.00	.20 1.40
3		.15 .85	.15 1.10	.25 1.50
3 $\frac{1}{2}$		.15 .95	.20 1.20	.25 1.65
4		.15 1.05	.20 1.35	.30 1.80

Machine, Square Head and Nut—

	$\frac{1}{4}$ -in.	5-16-in.	$\frac{3}{8}$ -in.	7-16-in.
Size—	Doz. 100	Doz. 100	Doz. 100	Doz. 100
1-1 $\frac{1}{2}$	.20 1.55	.25 1.80	.30 2.15	.50 3.35
2	.20 1.60	.30 1.90	.35 2.30	.55 3.60
2 $\frac{1}{2}$	.25 1.70	.30 2.00	.35 2.45	.60 3.85
3	.25 1.75	.30 2.10	.40 2.60	.60 4.10
3 $\frac{1}{2}$	.25 1.85	.35 2.25	.40 2.75	.65 4.30
4	.30 1.90	.35 2.35	.45 2.90	.70 4.55
4 $\frac{1}{2}$	.40 2.60	.50 3.25	.60 4.05	.75 4.80
5	.40 2.70	.50 3.40	.65 4.20	.75 5.05
5 $\frac{1}{2}$	.45 2.80	.55 3.55	.65 4.40	.80 5.30
6	.45 2.90	.55 3.70	.70 4.60	.85 5.50
6 $\frac{1}{2}$		.60 3.85	.75 4.80	.85 5.75
7		.60 4.00	.75 5.00	.90 6.00
8		.65 4.25	.80 5.40	.95 6.50
9			.85 5.75	
10			.90 6.15	
11			.95 6.55	
12			1.05 6.90	

	$\frac{1}{4}$ -in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.
Size—	Doz. 100	Doz. 100	Doz. 100
1-1 $\frac{1}{2}$	.65 4.30	.95 6.25	1.40 9.25
2	.70 4.65	1.00 6.70	1.50 9.90
2 $\frac{1}{2}$	.75 4.95	1.05 7.15	1.60 10.55
3	.80 5.25	1.15 7.60	1.70 11.20

RETAIL SELLING PRICES—Continued.

BOLTS—Machine—Continued.

3 1/2	.85	5.60	1.20	8.05	1.80	11.90
4	.90	5.90	1.25	8.50	1.90	12.55
4 1/2	.95	6.20	1.35	9.00	2.00	13.20
5	1.00	6.50	1.40	9.45	2.10	13.85
5 1/2	1.05	6.80	1.50	9.90	2.20	14.50
6	1.05	7.15	1.55	10.35	2.30	15.20
6 1/2	1.10	7.45	1.65	10.80	2.40	15.85
7	1.15	7.75	1.70	11.25	2.50	16.50
8	1.25	8.40	1.80	12.15	2.70	17.80
9	1.35	9.00	1.95	13.10	2.85	19.15
10	1.45	9.60	2.10	14.00	3.10	20.45
11	1.55	10.25	2.25	14.90	3.25	21.80
12	1.65	10.90	2.35	15.80	3.50	23.10
13	1.75	11.50	2.50	16.75	3.65	24.40
14	1.85	12.10	2.65	17.65	3.85	25.75
15	1.95	12.75	2.75	18.55	4.05	27.05
16	2.05	13.40	2.90	19.45	4.25	28.40

BOTTLES—Thermos—

No.	Each.					
11	2.50	558 F				3.60
11 Q	4.00	557 F				4.75
14 1/2	2.50	590				.40
14	2.75	51				7.25
14 Q	4.25	52				7.60
6 1/2	3.50	553				8.25
6	3.75	552				8.75
2 Q	5.75	55				6.75
2	4.75	56				5.75
2 Q	7.00	571				7.75
8	4.75	572				9.25
8 Q	7.00	51				3.60
15 1/2	3.25	52 F				4.75
15	3.50	56 F				3.60
15 Q	5.25	BOTTLES—Thermos—Cases—				
611	4.25	104				5.00
612	6.25	104 Q				6.50
614	4.25	114				6.75
615	6.25	114Q				10.00
14 1/2 F	1.60	130				9.00
14 F	1.85	130 Q				11.00
14QF	3.00	Lunch Kits—				
600	3.75	168				6.50
601	4.25	168 1/2				6.25
603	4.25	396				4.25
602	6.25	400				4.00
600	1.85	401				5.50
601	2.10	402				4.25
602	3.25	404				5.00
556	8.25	405				3.75
557	8.50					

BOXES—Mitre—

Goodell—	Each					
285	19.00	73				21.50
305	20.00	74				22.50
306	22.00	75				24.00
Stanley—	9.50	New Langdon Imp—				
50 1/2	9.50	32				17.50
246	21.00	33				18.25
358	24.00	34				20.00
460	27.00	35				20.50
Acme—	20.00	Stearns' Perfection—				
72		20				8.75

BRACES—

P. S. & W. BRACES—508, 95c each; 510, \$1.05 each; 3308, \$1.85 each; 3310, \$2.00 each; 3708, \$2.40 each; 3710, \$2.50 each; 3712, \$2.60 each; 4608, \$3.00 each; 4610, \$3.25 each; 4612, \$3.50 each; 5008, \$3.85 each; 5010, \$4.10 each; 5012, \$4.25 each; 5014, \$4.50 each; 7008, \$4.00 each; 7010, \$4.15 each; 7012, \$4.35 each; 8208, \$5.25 each; 8210, \$5.50 each; 8212, \$5.75 each.						
--	--	--	--	--	--	--

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	.20	3x 4	.35
4x 5	.25	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	3.25	N.P. & O.O. same as B.P.	

BRADS—Wire—

	Bulk per lb.	1/2-lb. pkgs.	1/4-lb. pkgs.
1/2 and 3/4-inch	.80	25	15
3/4 to 1 1/4-inch	.25	20	15
1 1/4 to 2-inch	.20	20	15

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.10.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.00 each; No. 44, \$3.25 each.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROOMS—Household—

No. or Brand	Each	No. or Brand	Each
0 Toy	.25	Pima	1.40
00 Toy	.35	Navajo	1.25
Aztec	.85	Warehouse	1.25
Cortez	1.00	10	1.35
Verde	1.10	229	.65
Union	1.05	280	.90
Apache	1.10		

Push or Street

114 B	1.25	252	1.60
116 B	1.40	253	1.85
120	1.00	254	2.00
121	1.15	256	.85
122	1.35	258	1.40
123	2.00	260	1.75

BRUSHES—Casting—

2	.55	228 4 1/2	3.25
3	.60	228 3 1/2	2.60
5 1/2	.60	4	3.25
7	.65	4 1/2	3.75
10	.80	Roofing	
15	.65	401	2.00
Counter or Dusting		404	2.25
15	.85	Sash	
17	1.10	20 2	.20
20	1.10	4	.25
7	1.75	6	.30
Floor or Garage		8	.40
13	.90	Scrub	
14	1.15	Alligator	.40
16	1.35	Boston	.35
113	1.50	Oat	.30
114	1.70	Cruiser	.40
116	3.00	Duck	.25
214	1.15	Gem	.30
216	1.85	Goose	.35
218	2.10	Hub	.35
230	2.40	Monitor	.40
234	3.00	Mouse	.30
232	1.80	Rat	.25
234	1.60	501	.25
236	1.85	510	.30
614	4.00	512	.35
616	4.75	601	.35
618	6.00	604	.60

Hand or Nail

Daisy	.10	Shoe	
Windsor	.10	00	.30
Horse		2	.30
Collie	.95	14	.40
Hound	.70	21	.30
Mastiff	.65	22	.35
Pointer	.50	28	.35
Spaniel	.35	214	.75
St. Bernard	.90	608	.50
Shoo Fly	.50	Sink	
Wolf	.70	Magic	.15
72	.40	Owl	.15
73	.55	1 Pot (0)	.05
73 P	.50	01 Wire	.15
800	.70	Shaving	

Kalsomine		124	.65
240	5.50	125	.80
310	2.40	126	.85
Marking		221	.90
1	.10	222	1.25
2	.10	250	.40
3	.10	252	2.75
4	.15	260	2.00
5	.15	275	.25
6	.15	280	.35
Paint		349	.35
151 2 1/2	.30	357	.35
3	.50	357	.90
3 1/2	.50	371	1.00
4	.55	491	1.00
4 1/2	.70	492	1.10
155 3	.55	493	1.25
3 1/2	.75	500	.85
4 1/2	1.00	2781	.85
159 4 1/2	1.40	6870	.85
2 1/2	.65	Stencil	
3	.75	408 4	.25
3 1/2	1.00	6	.85
4	1.45	8	.45
165 3	1.40	10	.55
3 1/2	2.00	Window	
4	2.50	00	.90

00	.90	1512, Squeegee	.35
3	.75	1514, Squeegee	.40
7	1.05	1516, Squeegee	.50
1510, Squeegee	.30		

151 2 1/2	.30	Paint	
3	.50	357	.90
3 1/2	.50	371	1.00
4	.55	491	1.00
4 1/2	.70	492	1.10
155 3	.55	493	1.25
3 1/2	.75	500	.85
4 1/2	1.00	2781	.85
159 4 1/2	1.40	6870	.85
2 1/2	.65	Stencil	
3	.75	408 4	.25
3 1/2	1.00	6	.85
4	1.45	8	.45
165 3	1.40	10	.55
3 1/2	2.00	Window	
4	2.50	00	.90

00	.90	1512, Squeegee	.35
3	.75	1514, Squeegee	.40
7	1.05	1516, Squeegee	.50
1510, Squeegee	.30		

BUCKETS—

Common Galv.	Each	Stock—	Each
8	.45	14	.90
10	.50	16	1.00
12	.60	18	1.15
14	.65	20	1.25
16	.80	Well Galv.	
Garbage Galv.		10 Qt.	.75
00	\$1.60	12 Qt.	.85
02	1.85	Wood—	
03	2.25	Short ear	1.35
		Strap ear	1.50

RETAIL SELLING PRICES—Continued.

CANS—Garbage—15, \$3.25; 16, \$4.25; 18, \$4.75; 20, \$5.25
Oil, Galv., size 1 gal., 60c each; size 2 gal., \$1.00; 5-gal.,
with faucet, \$1.75; 5-gal. with spout, \$1.50.

CANT HOOKS— Maple Hdl. Hickory Hdl.
2 1/4 x 4 1/2 2.75 3.00
2 1/2 x 4 1/2 3.00 3.25

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CATCHES— Cupboard
No. or Brand Each No. or Brand Each
024 \$.15 4112, SR, SHA, KF, E .15
4002 R, EA, HA,15 8002, EA, SHA, E.... .85
4002, SR, SHA, KF, E .15 9400, R, EA,55
4112, R, EA, H, A... .15 9400, SHA, E..... .60

Elbow
1005 1520
1210 1805

Forge
85 F05 12 F20
11 F10

French Window
210310 4102, SR, SHA, KF, E .15
4102, R, EA, HA,15

Friction Cabinet
01820 1/4, EA15 01820 1/4, SHA, E.... .20

Screen
2120 R 2530
J 2525 E 2530

Show Case
125 2445

Transom
3278 1/4 \$.65 4442 1/4, SH, KF, E... .35
4433, R, EA, KF,30 4633, R, EA,50
4433, SHA, E..... .35 4633, SHA, KF, E... .60
4433 1/4, R, EA, KF... .80 8433, EA75
4433 1/4, SHA, E..... .35 8433, E80
4433 1/4, R, EA,80 8433 1/4, EA75
4433 1/4, SHA, KF,35 8433 1/4, SHA, E... .80
4442, R, EA,30 8442 1/4, EA60
4442, SHA, KF, E... .35 8442 1/4, SHA, E... .65
4442 1/4, R, EA,30

CHAINS—Tire. Dual Solid Truck
Size Pair Size Pair
3 x30 \$5.65 5 x36 16.75
3 1/2 x30 6.25 6 x36 17.25
3 3/4 x32 6.90 3 1/2 x36 18.50
4 x31 7.50 4 x34 18.50
4 x32 7.50 4 x36 19.75
4 x33 8.20 5 x36 21.00
4 x34 8.65 6 x36 25.00
4 x36 9.80 6 x40 26.00
4 1/2 x33 9.00 6 x42 27.00
4 1/2 x34 9.80
4 1/2 x35 10.00
4 1/2 x36 10.00
5 x35 11.20

Rid-O-Skid
3 x30 3.75
3 1/2 x30 4.00
3 3/4 x32 4.15
4 x31 4.45
4 x32 4.50
4 x33 4.65
4 x35 4.80

Single Solid Truck
3 1/2 x32 9.50
4 x34 12.50
4 x36 13.50

CHAIN—New German Straight Link (coil)—
6-0, 20c ft.; 5-0, 16c ft.; 4-0, 14c ft.; 3-0, 12c ft.; 2-0, 11c
ft.; 0, 10c ft.; 1, 10c ft.; 2, 9c ft.
Norway Straight Link (coil)—1/2, 35c lb.; 5/8, 35c lb.; 3/4,
30c lb.
Passing Link (coil)—4-0, 13c ft.; 3-0, 12c ft.; 2-0, 11c ft.
Proof Straight Link (coil)—3-16 black, 30c lb.; 1/4, 25c lb.;
5-16, 22c lb.; 3/8, 20c lb.; 7-16, 20c lb.; 1/2, 18c lb.; 3/4,
18c lb.; 1, 18c lb.
Proof Twisted Link (coil)—3-16 black, 33c lb.; 1/4, 28c
lb.; 5-16, 24c lb.; 3/8, 23c lb.; 7-16, 22c lb.
B. B. Proof Straight Link (coil)—5-16, 25c lb.; 3/8, 22c
lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 20c lb.
Twisted Machine Coppered (coil)—4-0, 18c ft.; 3-0, 17c
ft. 2-0, 16c ft.; 0, 15c ft.

Jack: Iron—No. 20, 7 1/2 c yd.; No. 18, 7 1/2 c; No. 16, 7 1/2 c;
No. 14, 7 1/2 c; No. 12, 10c; No. 10, 10c; No. 8, 12 1/2 c;
No. 6, 18c.
Jack: Brass—No. 120, 10c yd.; No. 118, 10c; No. 116,
12 1/2 c; No. 114, 18c; No. 113, 20c; No. 112, 25c; No.
110, 40c.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0,
20c yd.; 1-N1, 25c yd.; 2-N2, 30c yd.; 3, 35c yd.

Sash—01 Copper Plated, 5c ft. 02 Copper Plated, 4c ft.;
XXXX Copper Plated, 20c ft.; 02P Steel Plain, 2 1/2 c ft.;
10 Cable, 25c ft.; 56 Universal, 7c ft.
Sash Chain Fasteners—12, 15c set; 100, 45c set.

CHALK—Carpenters, per piece, 5c. School Crayon, per gross,
56c; small quantities, 1c each; dustless, 75c gross lots;
common, 50c gross lots.

CHALK LINE—Yellow, 50-ft. hank, 20c; 100-ft. hank, 35c.
Braided white, 20-ft. hanks, size 120, 10c each; 220, 10c;
320, 10c. 50-ft. balls, size 150, 20c each; 250, 20c each;
350, 20c each.

CHECKS—Door—All makes, Liquid Checks—A-11, \$5.25;
B-12, \$7.00; C-13, \$8.00; D-14, \$10.00; E-15, \$12.75. For
hold open arm, add \$1.00 each.

CHISELS (CARPENTERS)—P. S. and W., Butt, No. 170, 1/4-
inch, 75c each; 1-inch, 85c each; 1 1/4-inch, 95c each; 1 1/2-
inch, \$1.00 each; 1 3/4-inch, \$1.10 each; 2-inch, \$1.25 each.
P. S. and W., Corner, No. 165, 1/4-inch, \$2.75 each; 3/8-inch,
\$3.00 each; 1-inch, \$3.25 each; 1 1/4-inch, \$3.50 each.
P. S. and W., Firmer, No. 100 Plain, 1/4, 1/2-inch, 60c each;
3/8-inch, 65c each; 1/2-inch, 70c each; 5/8-inch, 75c each; 1-
inch, 80c each; 1 1/4-inch, 85c each; 1 1/2-inch, 95c each; 1 3/4-
inch, \$1.05 each; 2-inch, \$1.15 each.
15 Beveled, 1/4, 1/2-inch, 75c each; 3/8-inch, 85c each; 1/2-
inch, 90c each; 5/8-inch, 95c each; 1-inch, \$1.00 each; 1 1/4-
inch, \$1.05 each; 1 1/2-inch, \$1.15 each; 1 3/4-inch, \$1.20 each;
2-inch, \$1.35 each.
P. S. and W., Firmer (sets)—No. 116, 6, 1/4 to 2 Plain,
\$5.50 set; 112, 12, 1/4 to 2 Plain, \$10.50 set; 106, 6, 1/4 to
2 Bevel, \$8.50 set; 132, 12, 1/4 to 2 Bevel, \$18.00 set.
P. S. and W., Framing—No. 30, 1/4, 1/2-inch, 85c each; 5/8-
inch, 90c each; 3/4-inch, \$1.00 each; 1-inch, \$1.05 each;
1 1/4-inch, \$1.15 each; 1 1/2-inch, \$1.25 each; 1 3/4-inch, \$1.35
each; 2-inch, \$1.50 each; 2 1/2-inch, \$1.65 each.
P. S. and W., Pocket—No. 91, 1/4, 1/2-inch, 75c each; 5/8-inch,
80c each; 3/4-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, 95c
each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.05 each; 2-inch, \$1.15
each; 2 1/2-inch, \$1.25 each.

P. S. and W., Slicks—No. 175, 2 1/2-inch, \$4.00 each; 3-
inch, \$4.75 each; 3 1/2-inch, \$5.25 each; 4-inch, \$6.25 each.

CHOPPERS—Meat and Food—

No.	Enterprise	Each.	Universal	Russwin
5		\$3.00	1	2.25
10		4.75	2	2.75
12		4.25	3	3.50
22		7.25		
32		9.50	0 R	2.25
501		2.00	1 R	2.75
602		2.50	2 R	3.25
703		3.25	3 R	4.25

CHURNS—Barrel—Acme, No. 0, \$7.50; 1, 8.50; 2, 9.00; 3,
\$10.50; 4, 13.50; 5, 15.00.
Improved Cylinder—No. 1, \$4.50; 2, \$5.50; 3, \$6.50; 4,
\$7.00.

Sturges Steel—No. 1, \$9.00; 2, \$11.00; 3, \$12.50.
Glass Family—Universal, No. 15, \$2.75; 125, \$3.25; 135,
\$4.00; 145, \$4.50. Dazey, No. 10, \$1.50; 20, 2.00; 30,
\$2.50; 40, 3.00. Extra Jars, Dazey, No. 10, 40c each; 20,
65c; 30, 90c; 40, 1.15.

Dazey—Tin, No. 200, 2-gal., \$4.75; 300, 3-gal., \$6.00; 400,
4-gal., \$7.25; 600, 6-gal., \$9.50.
Dash—IX Tin, 2-gal., \$2.00; 3-gal., \$2.25; 4-gal., \$2.50;
5-gal., \$2.75; 6-gal., \$3.00. Dash and handle, 20c extra.

CLAMPS—Carriage Makers, No. 12 (plain), 55c each; 13, 65c
each; 14, 75c each; 15, 95c each; 16, \$1.25 each; 17, \$1.60
each; 18, \$2.00 each. 20, \$2.75 each; 22, \$3.00 each; 60
(Adj), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00
each; 64 \$2.75 each; 65, \$3.50 each.

Quilt Frame, No. 1, 10c each; 8, 15c each; 32, 10c each;
38, 15c each.

CLEANERS—Window—

Rubber	Wood Floor
10-inch..... .30	16-inch..... .60
12-inch..... .40	18-inch..... .75
14-inch..... .45	

CLEVIS—Malleable, 20c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/8 inc., each, 15c;
1/2, 20c; 5/8, 25c; 3/4, 35c; 7/8, 50c; 1-in., 55c; 1 1/4-in., 60c.

CLIPPERS—Bolt—

New Easy	Extra Cutters
No. 0 3.50	No. 0 2.00
No. 1 4.50	No. 1 2.25
No. 2 6.25	No. 2 3.00
No. 3 8.00	No. 3 3.75

O. K.—
10-inch 1.50
14-inch 1.75

CLOCKS—(ALARM)—Ace, \$3.50 each; America, \$4.50; Auto-
matic, \$5.25; Bingo, \$3.75; Browne, \$4.00; Circle, \$3.00;
Columbia, \$3.50; Ideal, \$2.75; Indian, \$1.75; Iron Glad,
\$2.65; Lookout, \$2.00; Prompter, \$3.00; Simplex, \$5.50;
Sleepmeter 2, \$2.60; Sleepmeter 3, \$3.50; Startel, \$2.75;
Tattoo, Jr., \$3.75; Tattoo Int., \$3.75.

NOTE—A Government War Tax of 5 per cent has been
levied on all retail sales of clocks. The retail dealer is re-
quired to keep a record of all sales and pay the tax into the
Collector's office each month.

RETAIL SELLING PRICES—Continued.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; Nos. 1 to 3, 15c. Carborundum or Aloxite—Nos. FF-90, 15c straight.
CLOTH WIRE—Screen, 12 M, black, 4c sq. ft.; 14 M, black, 4½c sq. ft.; 16 M, black, 5½c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 5c sq. ft.; 16 M, galvanized, 5½c sq. ft.; 14 M, opal, 5c sq. ft.; 16 M, opal, 5½c sq. ft.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$2.50

COAL CHUTES—Hercules—

No. 1, 16x18. 13.00 No. 5, 20x24. 17.50
No. 2, 18x20. 15.00 No. 6, 16x18. 14.50
No. 3, 20x24. 20.00 No. 7, 20x24. 17.50
No. 4, 16x18. 11.00 No. 8, 18x24. 28.00

COPPER—Sheet, 55c lb.; Bars, round, 60c lb.; Tubing, 70c lb.

CORD, SASH—Samson Spot (Hanks)—No. 6 S, \$1.85 hank; 7 S, \$2.60; 8 S, 8 SO, \$3.00; 10 S, 10 SO, \$4.85; 12 S, 12 SO, \$6.75; WP 12 SO (coils), \$1.25 lb.

Phoenix (coils only)—6 C, 90c lb.; 7 C, 90c; 8 C, 85c; 10 C, 85c; 12 C, 85c; 14 C, 16 C, WP 8 C, 90c.
Union (hanks)—No. 6, \$1.25; 7, \$1.60; 8, \$2.20; 10, \$3.25; 12, \$4.50.

COTTERS—Hammer Lock or Regular Spring.

Length	1-16, 5-64, 3-32 in.	100	1000	1/4 in.	100	1000	5-32 in.	100	1000
1/4-inch	.30	\$1.25	.30	\$2.00	.35	\$2.40			
3/8-inch	.25	1.40	.20	2.00	.40	2.00			
1/2-inch	.25	1.65	.25	2.25	.45	2.25			
3/4-inch	.25	1.80	.40	2.55	.50	2.50			
1-inch	.30	2.05	.45	2.85	.60	4.00			
2-inch	.35	2.50	.50	3.40	.70	4.75			
1/4-inch	.50	\$3.75							
1/2-inch	.60	4.25	\$1.00	\$6.75	\$1.75	\$11.00			
3/4-inch	.70	5.00	1.10	8.00	2.00	14.50			
1-inch	.80	5.50	1.25	9.00	2.00	14.50			
1 1/4-inch	.90	6.00	1.50	10.00	2.25	16.00			
2-inch	1.00	6.75	1.75	11.50	2.50	17.50			
2 1/2-inch	1.10	7.75	2.00	14.00	3.00	20.00			

CRAYON—Lumber, 10c; Soapstone, 5c.

CUTTERS—Pipe—Barnes, No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50; 4, \$15.00; 5, \$22.50; 6, \$30.

Saunders—No. 1, \$2.55 each; 2, \$3.85; 3, \$9.35; 4, \$15.30.

Trim—No. 1, \$3.40 each; 2, \$4.50; 3, \$7.50.

DAMPERS—Stove Pipe—No. 3, 15c each; 4, 20c; 5, 20c; 6, 25c; 7, 35c; 8, 50c; 9, 65c; 10, 75c.

DIVIDERS—Wing, No. 1 and 50, 6-inch, 65c pair; 7-inch, 75c; 8-inch, 85c; 10-inch, \$1.15. No. 35, 6-inch, 75c pair; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.35; 14-inch, \$2.50.

Etcelsior—6-inch, 90c; 8-inch, \$1.35; 10-inch, \$1.65.

DOLLIES—Timber—

No. 649, 6-inch \$9.00 No. 650, 8-inch \$12.50

DOORS—Ash Pit—

8x8 1.60 10x12 2.85

8x10 1.75 12x15 4.50

ASH TRAPS—Common, 7x9, 70c; Adams Double, 80c.

DOORS—Screen, Black—

Common, 3/4-inch, 2-6x6-6 2.50

Common, 3/4-inch, 2-8x6-8 2.65

Common, 1 1/4-inch, 2-6x6-6 2.85

Common, 1 1/4-inch, 2-6x6-8 3.00

Common, 1 1/4-inch, 2-10x6-10 3.25

Common, 1 1/4-inch, 8x7 3.50

DRILLS—Millers Falls (Breast)—

12 6.00 312 4.00

12A 5.75 718 5.50

87 10.00 817 3.25

97 10.75 820 3.00

118 6.50

Yankee—Millers Falls, Hand (Standing)—

1 2.85 98 5.50

2 4.50 105 3.25

2B 4.00 806 4.25

3A 3.25 848 3.00

5 3.75 829 0861

Drill Presses—Millers Falls

20 10.00 23 6.85

21 14.00 210 13.75

22 4.00

Hand Drills

4 2.75 445 4.35

4 1/2 2.50 455 5.00

5 1/2 5.00 545 7.50

5 1/2 B 5.00 550 6.75

49 2.00 555 9.00

52 2.75 1430 2.75

53 3.30 1445 4.35

54 3.65 1455 5.00

154 5.00 1530 4.50

259 6.00 1540 6.00

329 8.10 1545 8.50

385 7.25 1550 8.00

379 8.30 1555 9.00

Bench Drills

8 7.25 490 17.80

8 1/2 9.50 1003 12.00

9 1/2 13.25 1005 20.00

10 1/2 23.60 11 22.00

Breast Drills

20 6.50 6 5.85

245 4.75 07 5.50

279 13.25

Chain Drills

307 4.50 818 6.60

316 4.50 1500 4.50

317 5.50

Yankee Automatic

41 2.65 44 2.85

42 1.85 50 4.00

Yankee Chucks and Drill Points

No. Set. No. Set.

300 .85 305 .50

301 .85

Yankee Drill Points

No. Each. No. Each.

310 .75 320 .10

Bits, Wood (Syracuse Pattern)

C 114 A, S 109 A—

2 .20 12 .45

3 .20 13 .50

4 .20 14 .50

5 .25 15 .55

6 .25 16 .60

7 .30 17 .65

8 .35 18 .70

9 .40 19 .75

10 .40 20 .80

11 .45 24 1.00

Bit Stock

C 114, M 109 or M

309, and S 108—

1-16 .15 15-32 .80

3-32 .20 1/2 .90

1/2 .20 17-32 1.00

5-32 .25 9-32 1.10

8-16 .30 19-32 1.20

7-32 .35 1/4 1.30

1/4 .40 11-16 1.40

9-32 .45 1/2 1.60

5-16 .50 13-16 1.80

11-32 .60 1/2 2.00

3/8 .65 15-16 2.15

13-32 .70 1 2.25

7-16 .75

Straight Shank Jobbers

C 108, M 105 or M

380, S 105—

1-32 .10 7-32 .20

3-64 .10 15-64 .25

1-16 .15 1/4 .25

5-64 .15 9-32 .30

8-32 .15 5-16 .35

7-64 .15 11-32 .40

1/4 .15 1/2 .45

9-64 .15 13-32 .50

5-32 .15 7-16 .60

11-64 .20 15-32 .70

3-16 .20 1/2 .80

18-64 .20

Straight Shank, Wire Gauge

C 108 A, M or 107 or

M 340, S 107—

1 to 5 .25 36 to 40 .15

6 to 10 .20 41 to 45 .15

11 to 15 .20 46 to 50 .15

16 to 20 .20 51 to 55 .15

21 to 25 .15 56 to 60 .15

26 to 30 .15 61 to 80 .10

31 to 35 .15

ELBOWS—Conductor—

Pl. Rd. Sq. Cor. Rd. Adj.

2-inch .35 2 1/2 x 1 1/2 1 1/2-inch .25

3-inch .50 3 1/2 x 3 1/2 2-inch .30

4-inch .60 2-inch .35

Corrugated—Conductor

2-inch .25 2-inch .25

3-inch .30 3-inch .30

4-inch .45 4-inch .45

5-inch .90 5-inch .90

EMEY—Grain—

No. 60, per lb. .25

No. 70, per lb. .25

No. 80, per lb. .25

No. 90, per lb. .25

No. 100, per lb. .25

No. 120, per lb. .25

Flour Emery—

Per lb. .25

Stones—(See Stones)

Cloth—(See Cloth)

Wheels—(See Wheels)

FASTENERS, Casement (Bronze)—No. 722, all finishes, 45c each; 724, 45c; 732, 45c; 734, 45c; 2061, \$1.60; 02162

EA, SHA, E, 65c; 02162 F, 55c; 02163 EA, E, 75c; 2164

EA, SHA, \$1.00; 2164 E, \$1.00.

Steel—No. 622 R, EA, 20c each; 622 KF, SHA, SHB, SR, E, 25c; 624 R, EA, 20c; 624 KF, SHA, SHB, SR, E, 25c; 632 R, EA, 20c; 632 KF, SHA, SHB, SR, E, 25c; 634 R, EA, 20c; 634 KF, SHA, SHB, SR, E, 25c; 3163 R, EA, 40c; 03163 E, 45c; 3164 EA, 40c; 3164 SHA, E, & F, 45c.

FASTENERS, Sash (Bronze)—No. 582 EA, 40c each; 582 SHA, SHB, E, 45c; 815 EA, 35c; 815 SHA, E, 40c; 1831 1/2 EA, SHA, E, 80c.

RETAIL SELLING PRICES—Continued.

Cast Iron and Steel—No. 324, 10c; 324 R, EA, 15c; 324 E, 15c; 500 R, EA, 15c; 500 KF, E, 15c; 542 R, EA, 10c; 542, SR, SHA, KF, E, 10c; 542, SHB, 10c; 800 R, EA, 10c; 800 SHA, KF, E, 10c; 1831½ F, 50c; 33131 R, EA, 20c; 33131 KF, SHA, E, 25c.

FAUCETS—Cork Lined— 8-inch, each\$.20
7-inch each\$.15 9-inch, each25

FELT—Deadening. Size Roll, ¼-lb., \$3.25; 1-lb., \$4.00; 1½-lb., \$6.00. Tarred, 250-ft. roll, \$1.65 each; 500-ft. roll, \$3.25 each.

FIGURES AND LETTERS (STEEL)—

Figures		Letters	
Set	Each	Set	Each
¾ inch.....	.90	¾ inch.....	\$2.50
3-16 inch.....	1.15	¾ inch.....	.20
¼ inch.....	1.50	¾ inch.....	.25
5-16 inch.....	1.75	5-16 inch.....	.65
¾ inch.....	2.50	¾ inch.....	.90
½ inch.....	4.50	¾ inch.....	16.50

FILES—Band saw, slim, 4 inches long, 20c each; 5, 25c; 6, 30c; 8, 40c; 10, 65c. Knife, bastard, 4, 35c; 5, 40c; 6, 45c; 8, 55c; 10, 65c. Regular Taper, 4, 15c; 5, 20c; 6, 25c; 8, 35c; 10, 55c; Slim Taper, 4, 15c; 5, 20c; 6, 25c; 8, 30c; 10, 40c. Warding, bastard, 4, 25c; 5, 30c; 6, 30c; 8, 40c. Flat, bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 60c; 14, 85c; 16, \$1.10. Half Round Bastard 3-4, 30c; 6, 40c; 8, 45c; 10, 60c; 12, 75c; 14, \$1.00; 16, \$1.30. Mill Bastard, 3-4, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Round Bastard, 3-4, 20c; 6, 25c; 8, 30c; 10, 35c; 12, 45c; 14, 70c; 16, 90c. Square Bastard, 3-4, 25c; 6, 30c; 8, 35c; 10, 45c; 12, 70c; 14, 90c; 16, \$1.15.

Rasps—Flat Wood, 8 inches long, 60c; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half Round Wood, 8, 65c; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2.00. Half Round Cabinet, 8, 80c; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellers Plain, 12, 65c; 14, 85c; 16, \$1.05. Horse, Hellers Flanged, 14, \$1.05; 16, \$1.50.

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—

Tubular Nos.	2602	2604	2612	2616	2619	2627	2628
Complete, each	\$1.50	\$1.75	\$2.10	\$2.10	\$2.50	\$1.35	\$1.10
Case & Bulb, ea.	1.10	1.35	1.50	1.70	1.90	.75	.70
Tubular Nos.	2630	2631	2632	2633	2634	2638	2659
Complete, each	\$1.75	\$2.00	\$2.50	\$3.25	\$3.75	\$3.90	\$4.25
Case & Bulb, ea.	1.35	1.60	1.90	2.65	2.35	3.50	3.65
Pocket Nos.	6954	6961	6962	6971	6972	6991	6992
Complete, each	\$1.50	\$1.10	\$1.40	\$1.10	\$1.40	\$1.40	\$1.75
Case & Bulb, ea.	1.10	.70	.95	.70	.95	1.00	1.30
Tubular Battery Nos.				705	706	790	791
Battery only, each				\$0.60	\$0.35	\$0.40	\$0.40
Pocket Battery Nos.	700	703	750	751	792	793	
Battery only, each	\$0.40	\$0.45	\$0.40	\$0.45	\$0.40	\$0.45	

Kwiklite Flashlights—
Tubular Nos. 5220 5221 5223 5229 5331 6240 6240B
Complete, each \$1.50 \$1.75 \$2.10 \$2.10 \$2.50 \$1.75 \$1.90
Case & Bulb, ea. 1.10 1.35 1.50 1.70 1.90 1.35 1.40
Tubular Nos. 6241 6241B 6249 6249B 6343 6343B 6351
Complete, each \$2.00 \$2.15 \$2.75 \$2.95 \$2.50 \$2.70 \$3.25
Case & Bulb, ea. 1.60 1.75 2.35 2.55 1.90 2.10 2.65
Pocket Nos. 2472 2573 3475 3475B 3577 3577B 3579
Complete, each \$1.10 \$1.40 \$1.40 \$1.50 \$1.75 \$1.90 \$2.10
Case & Bulb, ea. .70 .95 1.00 1.10 1.30 1.45 1.65
Watch Chain Nos. 6235 6235B Watch Chain Bat'y No. 1204
Complete, each \$1.25 \$1.35 Battery only, each \$0.85
Case and Bulb, each .95 1.05
Battery only,
Nos. 1202 1203 1206 1207 1271 1301 1308 1309
each \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.40 \$0.45 \$0.45

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$12.50; No. 151 Chicago, \$13.50.

FREEZERS— Arctic

Qts.		Each.	
Qts.	Each.	Qts.	Each.
1	3.35	4	5.70
2	4.00	6	7.25
3	4.60	8	9.35
White Mountain			
1	4.00	10	11.50
2	5.00	12	14.75
3	6.00	15	18.75
4	7.00	20	22.25
6	9.00	25	29.00

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.75; 14-in., \$1.85; 16-in., \$2.00.

GARBAGE CANS—(See Cans)

GATES—Molasses		Stebbins.	
2	3	1	Perf.
2	.45	1	\$.90
3	.50	1	1.00
4	.60	1½	1.25
5	.65	1½	1.40
6	.75	2	1.85

GAUGES—Butt—

No. 93		No. 77	
No. 94	No. 95	No. 71	No. 90
1.50	1.75	1.25	.85
1.75	1.65	.85	.65
1.65	1.25	1.25	1.25
No. 95½		No. 91	1.85
Marking		No. 92	.85
No. 61	.15	No. 97	.85
No. 64	.40	No. 98	1.50
No. 65	.75		

GLASSES—

Ground Level—		Proved Level—	
1%	2%	1%	2%
1%	.50	1%	.10
2%	.60	2%	.10
3%	.65	2½	.15
4%	.70	3	.15
5%	.75	3½	.20

GLASSES—GAUGE—

Standard.		Extra Heavy.	
	%	1½ & 2	%
6	.25	...	...
8	.25	...	...
10	.25	.25	.30
12	.25	.30	.35
14	...	.35	.45
16	...	.40	.50
18	...	.45	.55
20	...	.50	.65
22	...	.55	.70
24	...	.60	.75

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 25c; 2 Bullseye, 35c; 2 Ruby, 50c.
Railroad—No. 39 Clear, 20c each; 39 Green or Red, 30c.
Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 25c; 6-0, 20c each.

GLUE—Dry—AAA, 55c lb.; B, 60c; CX, 40c; D, 30c; GX, 55c; LXX, 45c.

Imperial—		Liquid	
1 oz.	½ pt.	1 oz.	½ pt.
1 oz.	1.06	1 oz.	1.06
½ pt.	1.80	½ pt.	1.80
1 pt.	2.80	1 pt.	2.80
1 qt.	4.50	1 qt.	4.50
1 gal.	7.00	1 gal.	7.00
Sug. Ret. Each	.10	Sug. Ret. Each	.10
Le Pages—		Le Pages—	
1 oz.	2.00	1 oz.	2.00
½ pt.	1.60	½ pt.	1.60
1 pt.	1.65	1 pt.	1.65
1 qt.	1.80	1 qt.	1.80
1 gal.	2.80	1 gal.	2.80
Sug. Ret. Each	.15	Sug. Ret. Each	.15

GRAPHITE—Flake, per lb., 75c.

GALVANIZED WARE—

Boilers, Coffee		121	.....	.85	255	.....	1.75	Chamber Pails	516	.....	1.00		
No.	Each	141	.....	.95	605	.....	1.75	410	.....	1.10	518	.....	1.25
801½	.90	Cans, Ash			Oil Cans			412	.....	1.20	520	.....	1.50
802	1.10	2½	4.80	0150	Stock Pails				522	1.75
803	1.35	3	.....	5.75	02	.....	.85	12 S	.....	.75	526	.....	2.00
804	1.90	4	.....	6.75	25	.....	1.80	14 S	.....	.85	Foot Tubs		
806	2.15	5	.....	7.75	105	.....	1.50	16 S	.....	.95	50	.....	.75
808	2.60	Cans			205	.....	1.75	18 S	.....	1.05	51	.....	.85
810	3.00	Garbage, Smooth or			Dippers			20 S	.....	1.20	52	.....	.95
812	3.40	Corrugated			21025	Water Pails				53	1.10
Boilers, Wash		145 (16)	.....	6.75	Coal Hods			8	.....	.40	54	.....	1.35
407 A	2.25	200, 2	.....	1.00	616	.....	.90	10	.....	.50	Wash Tubs		
408 A	2.50	300, 3	.....	1.35	617	.....	1.00	12	.....	.55	0	.....	1.15
409 A	2.75	400, 4	.....	1.65	Camp Kettles			14	.....	.65	1	.....	1.40
Bowls, Wash		500, 5	.....	1.90	1	Gallon	.....	16	.....	.75	2	.....	1.65
70	.25	600, 6	.....	2.25	1½	Gallon	.....	320	.....	1.00	3	.....	1.85
80	.35	700, 7	2.75	2	Gallon	Refrigerator Pans				10	3.00
Buckets, Fire		800 (80)	.....	6.25	3	Gallon	.....	1	.....	.65	20	.....	3.40
112	.65	900 (90)	.....	7.25	4	Gallon	.....	2	.....	.75	30	.....	3.75
114	.75	Gasoline Cans			Cement Pails			3	.....	.85	40 S	.....	3.00
314	.85	1 P & B	3.00	140	2.00	Watering Pots, or				410 S	3.40
Buckets, Wall		11060	1140	2.50	Sprinklers				420 S	3.75
101	.75													

RETAIL SELLING PRICES—Continued.

GRINDSTONES—Family, No. 020 7-inch, \$3.50 each; 8-inch, \$2.75; 10-inch, \$3.25; 12-inch, \$3.75. Loose, 15 to 40 lbs., \$6.00 cwt.; 40 to 200 lbs., \$5.50; over 200, \$6.00. Mounted, No. 710, 1-inch, \$8.50 each; 2, \$9.50; 3, \$10.00; 04, \$10.50; 05, \$9.50; 015, \$17.50; 025, \$11.50. Fixtures, 15-inch, \$1.10 set; 17, \$1.40; 19, \$1.65.

HACKSAWS—Hand—All regular blades (including railroad). Star, Victor and Lenox. 8-in., 10c each, 80c doz.; 9-in., 10c each, 90c doz.; 10-in., 15c each, \$1.05 doz.; 12-in., 15c each, \$1.25 doz.

HAMMERS—Maydole Carpenters' Nail—No. 1, \$1.45 each; 1½, \$1.35; 2, \$1.20; 3, \$1.15; 11, \$1.45; 11½, \$1.55; 12, \$1.20; 12½, \$1.15; 13, \$1.10; 14, \$1.00; 200, \$1.90; 611½, \$2.00; 710, \$1.80; 711, \$1.60; 711½, \$1.50; 712, \$1.35; 811½, \$1.65. Maydole Brad—No. 926, 95c each; 927, 90c. Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50 each. Maydole Machinist Ball Pein—No. 375, \$1.90 each; 376, \$1.80; 377, \$1.70; 378, \$1.60; 379, \$1.50; 770, \$2.00; 770½, \$1.75; 771, \$1.60; 772, \$1.45; 773, \$1.30; 774, \$1.20; 775, \$1.10; 776, \$1.00; 777, 95c; 778, 90c.

HAMMERS—V & B Vando Vanadium—Vanadium, No. 41½, \$2.00 each; Nail Hammers, No. 1½, \$1.50; Ball Pein, No. 2, \$1.25.

HANDLES—Adze, No. 320, House, 80c each; 321, Ship, 80c each. Auger—No. 1, \$1.00 each; 2, \$1.00 each; 3, \$1.35 each; 4, \$4.50 each; 5, \$3.00 each.

Axe, Broad—No. 315, 80c each. Axe, Double Bit—No. 312, 80c each. Axe—Single Bit—No. 101, \$1.00 each; 102, \$1.00; 103, 85c; 201, 70c; 302 80c; 401 50c; 502, 65c; 602, 50c; 505 Freighters, 70c; 506 Boys, 45c; 507 Boy Scout, 15c; 00 Hunters, 20c; 1 Hunters, 20c.

Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 15c each; 617, 15c each; 620, 10c each; 621, 10c each.

Drawer, No. 3, all finishes, .65 each; 2½, 60c each; 7, 30c each; 11, 25c each; 01000, 30c each; 01007, 35c each; 01013, 35c each; 9854, 80c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 20c each.

Hammer: Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each. Machinist No. 25, 14-inch, 20c; 16-inch, 25c; 18-inch, 25c; 20-inch, 30c. Machinist No. 29, 16-in., 25c; 18-in., 25c. Machinist No. 33, 18-inch, 25c. Machinist No. 125, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.

Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 30c each; Broad No. 39, 18-inch, 35c each; Broad No. 40, 16-inch, 25c each; Broad No. 40, 18-inch, 30c each; Claw No. 37, 14-inch, 20c each; Claw No. 187L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13 inch, 20c each; Shingling No. 35, 14-inch, 25c each.

Hoe, OXR, 4½, 55c each; XR, 4½, 55c each; XRM, 5½, 55c each; XRM, 6, 75c each; XRM, 6, 75c each; XG, 4½, 55c each; XMH, 4½, 60c each; XMH, 5, 65c each; XP, 5¼, 55c each; XP, 5½, 65c each; XP, 5½, 65c each; XP, 5½, 75c each; 580, Grub, 70c each.

Maul, No. 335, 75c each; 336, 75c each. Mop, No. 7, 80c each; 80, 50c each.

Pick, No. 327, Drifting, 95c each; 427, Drifting, 50c each; 527, Drifting, 60c each; 627, Drifting, 55c each; 325, Surface, \$1.05 each; 425, Surface, 50c each; 525, Surface, 75c each; 625 Surface, 50c each.

Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.50 each; 3010, Plumb's, \$2.85; 3011, Plumb's, \$3.00.

Broad, No. TB 1, Plumb's, \$2.00 ea.; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.50; TB 5, Plumb's, \$2.75; PTB 1, Philadelphia, \$1.75; PTB 2, Philadelphia, \$1.85; PTB 3, Philadelphia, \$2.00; PTB 4, Philadelphia, \$2.25; PTB 5, Philadelphia, \$2.50; 640, Plumb's, \$2.00; 641, Plumb's, \$2.25; 642 Plumb's, \$2.50; 643, Plumb's, \$2.75; 644, Plumb's, \$3.10; 2991, Plumb's, \$2.00; 2992, Plumb's, \$2.25; 2993, Plumb's, \$2.50; 2994, Plumb's, \$2.75; 2995, Plumb's, \$3.10; 2996, Plumb's, \$3.40.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.35; PTC 2, Philadelphia, \$1.50; PTC 3, Philadelphia, \$1.65; 93, All Steel \$1.00; 610, Plumb's, \$1.50; 611, Plumb's, \$1.65; 612, Plumb's, \$1.85; 2971, Plumb's, \$1.65; 2972, Plumb's, \$1.75; 2973, Plumb's, \$1.85.

Derrick, 582, Plumb's, \$2.50 each. Flooring, 2985, Plumb's, \$2.25 each; 2986, Plumb's, \$2.40; 2987, Plumb's, \$2.60.

Half, No. TH 1, Plumb's, \$1.75 each; TH 2, Plumb's, \$2.00; TH 3, Plumb's, \$2.00; 600, Plumb's, \$1.50; 601, Plumb's, \$1.75; 602, Plumb's, \$1.85; 2961, Plumb's, \$1.60; 2963, Plumb's, \$1.80.

Lathing, No. TL 1, Plumb's, \$1.65 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.50; 110 Underhill's, \$2.75; 545, Plumb's, \$2.15; 620, Plumb's, \$1.65; 621, Plumb's, \$1.75; 1960 Plumb's, \$2.15; 1961, Plumb's, \$2.85; 1962, Plumb's,

\$3.00; 2980, Plumb's, \$1.75; 2981, Plumb's, \$1.85; 2982, Plumb's, \$2.00.

Shingling, No. PTS 1, Philadelphia, \$1.85 each; PTS 2, Philadelphia, \$1.40; PTS 3, Philadelphia, \$1.50; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 70c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.65; 593, Plumb's, \$1.75; 2951, Plumb's, \$1.50; 2952, Plumb's, \$1.65; 2953, Plumb's, \$1.75. Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 40c each; 12, 55c; 15, 70c; 18, 80c.

Linen, No. 012, 60c each; 015, 75c; 18, 90c; 22, \$1.00.

HINGES AND BUTTS (Screws included—

Hinges—		No. 241 SF 2.	
No. 900 Lt. Strap Hinges.	Pr. Dz. Pr.	2½ x 2½-in.	.45 .56
3-inch	.20 1.60	3x3-in.	.45 .55
4-inch	.25 1.90	3½ x 3½-in.	.50 .60
5-inch	.25 2.25	4x4-in.	.55 .65
6-inch	.30 2.85	4½ x 4½-in.	.60 1.00
No. 935 Cor. Strap Hinges.	Pr. Dz. Pr.	5x5-in.	1.05 1.20
4-inch	.25 2.10	5½ x 5½-in.	1.40 1.80
5-inch	.35 3.20	6x6-in.	1.55 1.90
6-inch	.45 4.30	No. 241 F&D	
8-inch	.60 6.40	2½ x 2½-in.	.40 .45
10-inch	.80 9.00	3x3-in.	.45 .50
12-inch	1.25 13.50	3½ x 3½-in.	.45 .55
No. 904 Lt. Tee Hinges.	Pr. Dz. Pr.	4x4-in.	.50 .60
3-inch	.20 1.60	4½ x 4½-in.	.55 .65
4-inch	.25 1.90	5x5-in.	1.00 1.15
5-inch	.25 2.25	5½ x 5½-in.	1.35 1.65
6-inch	.30 2.80	6x6-in.	1.55 1.90
No. 937 Cor. Tee Hinges.	Pr. Dz. Pr.	No. 241 H & M	
4-inch	.40 3.50	2½ x 2½-in.	.50 .60
5-inch	.55 4.45	3x3-in.	.50 .60
6-inch	.60 5.50	3½ x 3½-in.	.55 .60
8-inch	.80 8.40	4x4-in.	.60 .70
10-inch	1.15 11.10	4½ x 4½-in.	.90 1.05
12-inch	1.65 17.25	5x5-in.	1.30 1.60
1430 F&D2	.40 4.40	5½ x 5½-in.	1.60 1.85
1430 N	.45 4.80	6x6-in.	1.80 2.15
1431 F&D2	.30 3.00	No. 160 N	
1431 SF2&N	.35 3.50	2½-in.	.50 .60
1478 F&D2	.30 3.00	3-inch	.60 .70
1478 SF2N	.35 3.50	3½-inch	.65 .75
1480 F&D2	.30 3.00	4-inch	.80 .90
1480 SF2&N	.35 3.50	160 F & D	
1475 F&D2	.30 3.00	2½-inch	.45 .50
1475 SF2&N	.35 3.50	3-inch	.50 .55
1474 F&D2	.30 3.00	3½-inch	.60 .70
1474 SF2	.35 3.75	4-inch	.75 .85
1474 SF2	.35 3.75	165 F&D2	
1474 SF2	.40 4.20	1½-inch	.35 .40
BUTTS—		2-inch	.40 .50
Butts—No. 838.		2½-inch	.45 .55
¾-inch	.10 .75	3-inch	.55 .65
1-inch	.10 .85	3½-inch	.65 .75
1½-inch	.10 .95	295 F & D2	
1¾-inch	.10 1.05	1½-inch	.25 .30
2-inch	.15 1.20	2-inch	.30 .35
2½-inch	.15 1.45	2½-inch	.35 .40
3-inch	.20 1.60	3-inch	.40 .45
3½-inch	.20 1.85	295 N	
4-inch	.25 2.40	1½-inch	.35 .40
4½-inch	.25 2.50	2-inch	.40 .45
No. 840		2½-inch	.45 .50
1½-inch	.15 1.45	3-inch	.50 .55
1¾-inch	.15 1.60	295 SF2	
2-inch	.15 1.65	1½-inch	.30 .35
2½-inch	.20 1.80	2-inch	.35 .40
3-inch	.20 2.00	2½-inch	.40 .45
3½-inch	.20 2.10	3-inch	.45 .50
4-inch	.25 2.20	295 H	
No. 731½		1½-inch	.30 .35
Cont. Ret.		2-inch	.35 .40
2½ x 2½-in.	.40 .45	2½-inch	.40 .45
3x3-in.	.40 .45	3-inch	.45 .50
3½ x 3½-in.	.40 .45	289 F & D2	
4x4-in.	.50 .55	2x2-inch	.30 .35
4½ x 4½-in.	.75 .85	2½ x 2½-in.	.35 .40
5x5-in.	.95 1.05	3x3-in.	.50 .55
No. 733		289 N	
2½ x 2½-in.	.40 .45	2x2-inch	.45 .50
3x3-in.	.40 .50	2½ x 2½-in.	.50 .55
3½ x 3½-in.	.45 .55	3x3-in.	.60 .65
4x4-in.	.50 .60		
4½ x 4½-in.	.80 .90		
5x5-in.	1.00 1.15		
5½ x 5½-in.	1.25 1.50		
6x6-in.	1.40 1.60		

RETAIL SELLING PRICES—Continued.

289 S F2		SHA, E, 512.....	1.85
2x2-inch.....	.35	Katz, R, EA, KF, 2.....	1.35
2½x2-inch.....	.40	SHA, E, 2.....	1.50
2½x2½-inch.....	.40	R, EA, KF, 3.....	3.25
3x3-inch.....	.50	SHA, E, 3.....	4.00
289 H		R, EA, KF, 3½.....	3.75
2x2-inch.....	.40	SHA, E, 3½.....	4.00
2½x2-inch.....	.45	Rixon, 7.....	10.75
2½x2½-inch.....	.45	8.....	11.25
3x3-inch.....	.60	10.....	12.00
HINGES—FLOOR—	Set	15.....	14.50
Bommr, D 15.....	1.50	20.....	25.00
R, EA, 315.....	1.60	25.....	32.00
SHA, E, 265.....	1.75	30.....	38.00
Ch'go, E, EA, KF, 200.....	3.50	40.....	62.00
SHA, E, 200.....	4.00	Standard, R, EA, 450.....	6.75
R, EA, KF, 230.....	4.25	SHA, E, 450.....	7.25
SHA, E, 230.....	4.50	R, EA, 452.....	10.50
Corbin, D, R, EA, 512.....	1.75		

HODS—Coal—		Open Galvanized—	
Open Japanned—		15.....	.90
15.....	.60	16.....	1.00
16.....	.70	17.....	1.15
17.....	.80	18.....	1.25
18.....	.95	20.....	1.60
20.....	1.10		

HOLLOW WARE, CAST IRON—Dutch Ovens, No. 8 E, \$3.50 each; 9 E, \$3.85; 10 E, \$4.50; 11 E, \$5.25; 10-inch, \$2.00; 11-inch, \$2.40; 12-inch, \$2.85; 13-inch, \$3.25; 14-inch, \$4.00; 10-inch lids, \$1.00; 11-inch lids, \$1.10; 12-inch lids, \$1.35; 13-inch lids, \$1.60; 14-inch lids, \$1.80.	
Gem Pans—No. 1, \$1.00 each; 2, \$1.00 each; 5, \$1.00 each; 8, \$1.00 each; 10, \$1.20 each; 11, \$1.05 each.	
Griddles—No. 17, \$1.00 each; 18, \$1.10 each; 19, \$1.25 each; 20, \$1.50 each; 010, \$1.60 each; 012, \$1.75 each; 014, \$2.00.	
Kettles, Stove—No. 7, \$2.60 each; 8, \$2.90 each; 9, \$3.40 each; 07, \$2.60 each; 08, \$2.90 each; 09, \$3.40 each.	
Pots, Stove—No. 17, \$3.35 each; 18, \$3.75 each; 19, \$4.25 each; 017, \$3.35 each; 018, \$3.75 each; 019, \$4.25 each.	
Skillets or Spiders—No. 3, 80c each; 4, 90c each; 5, \$1.10 each; 6, \$1.10 each; 7, \$1.25 each; 8, \$1.35 each; 9, \$1.50 each; 10, \$1.75 each; 11, \$2.25 each; 12, \$2.65 each; 7 W, \$1.40 each; 8 W, \$1.50 each; 70, \$1.10 each; 80, \$1.20 each; 90, \$1.35 each.	
Waffle Irons—No. 7, \$1.85 each; 8, \$2.25; 9, \$2.50; 7 D, \$2.45; 8 D, \$2.65; 9 D, \$3.15; 11, \$2.85; 12, \$4.50; 14, \$8.50.	

HOOKS AND EYES—(Price per dozen)—					
No.	Screw Hooks		Screw Eyes		
	Steel	Brass	Steel	Brass	
0	.60	...	.45	...	
1	.50	...	.40	...	
2	.45	...	.35	...	
3	.40	...	.30	...	
4 or 104	.30	...	.25	...	
5 or 105	.25	...	.20	.75	
6 or 106	.15	.75	.15	.60	
7 or 107	.15	.60	.15	.45	
8 or 108	.15	.45	.10	.40	
9 or 109	.10	.35	.10	.35	
10 or 110	.10	.30	.10	.30	
11 or 111	.10	.25	.10	.25	
12 or 112	.10	.20	.10	.20	
13 or 113	.10	.15	.10	.15	
14 or 114	.10	.10	.10	.10	

Gate Hooks and Eyes—					
Size 1½.....	2	2½	3	3½	4
No. 40, steel.....	.25	.30	.40	.45	.50
No. 1040, brass.....	.75	1.10	1.50	1.75	2.00
Ceiling—					
35 Cast.....	.35	Clothes Line—		Each.	
63 R, EA, cast.....	1.15	2.....	...	.10	
63 KF, SHA, Cast.....	1.25	3.....	...	.10	
135 Cast.....	.35	22.....	...	.15	
4 wire.....	.25	23.....	...	.15	
6 wire.....	.25	Grass—			
8 wire.....	.30	2, 3 and 4.....	.05		
46 wire.....	.40	A2, A3, and A4.....	.65		
104 wire.....	.40	5.....	.60		
Coat and Hat—		6.....	.75		
20 cast.....	.50	23.....	.90		
75 and 175, cast.....	.35	70.....	.50		
89 cast.....	.75	75.....	.50		
92 cast.....	.95	Hammock—			
93 cast.....	.95	128.....	.10		
240 R, EA, cast.....	.90	138.....	.15		
240 KF, E, cast.....	1.00	Harness—			
640 Cast.....	.55	9.....	.20		
D 640, cast.....	.65	12.....	.30		
640 R, EA, cast.....	.80	13.....	.65		
640 KF, SHA, E, cast.....	.85	15.....	.25		
680 EA, E, cast.....	4.50	16.....	.30		
10 Porcelain.....	1.75	82.....	.25		
60 and 160, wire.....	.20	233.....	.70		
70 and 170, wire.....	.25	Hay Fork—			
80 wire.....	.25	120, ½-inch.....	.25		
270 wire.....	.25	120, ¾-inch.....	.35		
470 wire.....	.35	122, ½-inch.....	.10		
1170.....	.35	122, ¾-inch.....	.15		
		122, 7-16 inch.....	.20		
		122, ½-inch.....	.25		

HOSE COUPLINGS—Com. Size ½, each 20c; ¾, 20c; 1, 20c.

HOSE (GARDEN)—

Coupled Fifty Foot Lengths—Aztec, ½ inch, 24c foot. Aztec, ¾ inch, 28c; Deluge, ½ inch, 23c. Deluge, ¾ inch, 27c; Delphos, ½ inch, 20c; Delphos, ¾ inch, 23c; Sierra, ½ inch, 22c; Sierra, ¾ inch, 25c; Simi, ½ inch, 17c; Simi, ¾ inch, 21c; Solar Cotton, inch, 20c; Solar Cotton, ¾ inch, 23c; Summit, ½ inch, 20c; Summit, ¾ inch, 23c; Ten Cee, ½ inch, 17c; Ten Cee, ¾ inch, 21c; Torrent, ½ inch, 23c; Torrent, ¾ inch, 27c; Union Arrow, plain, ½ inch, 18c; Union Arrow, plain, ¾ inch, 21c; Union Arrow, WW, ½ inch, 21c; Union Arrow, ¾ inch, 24c; Whirlpool, ½ inch, 20c; Whirlpool, ¾ inch, 23c.

Reel Not Coupled—Endurah Ribbed, ½ inch, 24c; Endurah Ribbed, ¾ inch, 28c; Endurah Smooth, ½ inch, 25c; Endurah Smooth, ¾ inch, 28c; Goodrich Ribbed, ½ inch, 27c; Goodrich Ribbed, ¾ inch, 31c; North Star Ribbed, ½ inch, 23c; North Star Ribbed, ¾ inch, 27c; Rajah Ribbed, ½ inch, 22c; Rajah Ribbed, ¾ inch, 26c; Rajah Smooth, ½ inch, 22c; Rajah Smooth, ¾ inch, 26c; Utility Ribbed, ½ inch, 21c; Utility Ribbed, ¾ inch, 24c; Utility, Smooth, ½ inch, 21c; Utility Smooth, ¾ inch, 24c.

ICE TOOLS—

No. 315 Plow, 8-in.....	\$40.00
No. 316 Plow, 10-in.....	47.50
No. 317 Plow, 12-in.....	54.00
No. 320 Plow, 8-in.....	42.50
No. 321 Plow, 10-in.....	50.00
No. 322 Plow, 12-in.....	57.00
No. 456 Splitting Chisel.....	4.75
No. 495.....	5.35
No. 520 Ice Hooks, 4-ft.....	1.35
4½-ft.....	1.40
5-ft.....	1.50
6-ft.....	1.65
No. 1 Ice Tongs V & B.....	1.75
No. 2.....	2.00
No. 3.....	2.25
No. 540, 13-inch.....	2.00
14½-inch.....	2.15
16½-inch.....	2.25
Pound Ice Saws—Tiller Handle.	
4½-foot.....	5.75
5-foot.....	6.25
5½-foot.....	6.75

IRON—Bars, Small Lotes. (Cutting Extra)

Common Bar.....	.06 lb. Base
Angle Iron, ½-inch.....	.10
Angle Iron, 3-16-inch.....	.08
Angle Iron, ¼-inch and heavier.....	.07%
Rd., sq. and sq. twisted—	
¼-inch and smaller.....	7.50 Base
5-16 inch.....	7.00
¾ to 2 ¼-inch.....	6.50
3-inch and larger.....	7.50
Flats, all sizes.....	6.50

IRONS—Sad. Common, 9c lb.

Mrs. Potts—No. 50, \$2.50 set; No. 55, polished iron, \$2.25 set; No. 550, 12 lbs., \$2.00 set.

Sensible Laundry—No. 25, \$3.00 set; Asbestos Laundry, No. 70, \$3.00 set; G. Pressing, 15c lb; T Tailors' Goose, 15c lb; N Gasoline, \$5.00 each.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—0L, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES AND FORKS—Iron Handled, \$1.75.

Butcher—		Draw—	
No.	Each	No.	Each
526—5.....	.75	1500—7.....	\$1.25
526—5½.....	.85	1500—8.....	1.50
526—6.....	.95	1910—6.....	.50
526—6½.....	1.10	1910—7.....	.60
526—7.....	1.35	1910—8.....	.75
526—8.....	1.65	2200—6.....	1.00
526—9.....	2.00	2200—7.....	1.35
526—10.....	2.50	2200—8.....	1.60
526—12.....	3.50	3047—6.....	.60
526—14.....	4.25	3047—6½.....	.70
790—6.....	1.00	3047—7.....	.85
790—7.....	1.30	3047—8.....	1.00
790—8.....	2.00	3047—10.....	2.00
1500—6.....	1.00	3047—12.....	2.50
Cheese—			
675.....	1.75		
Cooks French—		Draw—	
No.	Each	No.	Each
267—6.....	.80	84—4.....	.75
267—8.....	1.30	100—6.....	3.75
267—9.....	1.50	100—7.....	4.00
267—10.....	1.85	100—8.....	4.50
267—12.....	2.00	100—9.....	5.00
Corn—		105—6.....	1.50
2.....	1.00	105—8.....	1.50
3.....	.60	105—9.....	1.65
5.....	.45	105—10.....	1.75
10.....	.60	105—12.....	2.00

KNIVES—Hay—Lightning, \$1.75; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 40c doz.

RETAIL SELLING PRICES—Continued.

LACING—Belt—

Leather	Bristol
Size ¼, per ft.	111, per inch
Size 5-16, per ft.	112, per inch
Size ¾, per ft.	113, per inch
Size ¾, per ft.	114, per inch
Size ¾, per ft.	
Size ¾, per ft.	

LADDERS—Extension, No. 1, 35c foot. Step, Climax, 60c foot; Special, Crescent, 45c foot; Standard, 35c foot.

LANTERNS—Boys'—No. 529, 45c each; 1590, Oadot, 25c. Dash—No. 321, Prisco, \$2.00 each; 331, Prisco, \$2.35. Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.35 each; 400, Prisco (Nustyle), \$1.65, 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.50; 176, Prisco (Bulseye), \$1.50; 217, Prisco, \$1.00.

LEAD—White—12½-lb. Keg, \$1.95; 25-lb. Keg, \$3.60; 50-lb. Keg, \$7.25; 100-lb. Keg, \$14.00.

LINES, CLOTHES—Cotton, Braided—No. 250, 65c each; No. 450, 45c each. Cotton, Twisted—No. 140, 50c each; 150, 55c. Wire, Twisted—50 foot, 30 gauge, 40c each; 75 foot, 20 gauge, 50c; 100 foot, 20 gauge, 60c; 50 foot, 18 gauge, 55c; 75 foot, 18 gauge, 65c; 100 foot, 18 gauge, 80c. Wire, Solid—100 foot, 9 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

MANILA ROPE—3-16-inch to ¼-inch, 50c per lb; ½-inch and larger, 45c.

MATS, DOOR—Cocoa—No. 1, \$1.50 each; 2, \$1.85; 3, \$2.15; 02, \$2.50; 03, \$2.25; 04, \$4.00; 05, \$4.75. Steel—No. 20, \$1.50 each; No. 40, \$2.00 each; \$60, \$2.25 each; 80, \$4.50 each; 100 rolls, 55c square feet.

MATTOCKS—Short Cutter, No. 1800 Each \$1.75
Long Cutter, No. 1790 Each 1.75
Pick, No. 1810 Each 1.75
Handled, D E 3 Each 1.50
Handled, O E 3½ Each 1.50
Handled S Q 3½ Each 1.25

MAULS—Post—No. 110, \$1.50 each; 112, \$1.75; 116, \$2.25; 118, \$2.50; 120, \$2.75. Ship or Top—No. 1660, 85c lb. Wood Choppers—No. 2120, 85c lb.; 2121, 85c lb.

MILLS—Cider—Junior 27.00 Senior 47.00
Medium 23.00 Force Feed 20.00

MOPS—Handled—Brown Daisy 4 1.00 12080
665 8 1.50 14080
880 10B 1.25 180 1.00
7BD90 11B 1.25 220 1.25
9BD 1.00

MOP STICKS—No. 2, 20c each; No. 7, 30c each; No. 13, 30c each; No. 70 or Janitor's, 75c each.

MOWERS, Lawn, F & N—Clover Leaf—No. 12, \$6.25 each; 14, \$6.75; 16, \$7.25. Crestalawn—No. 14, \$19.00 each; 16, \$20.00; 18, \$21.00; 20, \$22. Fenden—No. 14, \$17.50 each; 16, \$18.50; 18, \$19.50. Lawn King—No. 14, \$12.50 each; 16, \$13.00; 18, \$13.50. Lawn Queen—No. 12, \$10.50 each; 14, \$11.00; 16, \$11.50. Mayflower—No. 14, \$14.50 each; 16, \$15.50; 18, \$16.50. Racer—No. 14, \$12.50 each; 16, \$13.00. Signet—No. 12, \$7.50 each; 14, \$8.00; 16, \$8.50. Tuxedo—No. 12, \$9.00 each; 14, \$9.50; 16, \$10.00. Union American—No. 14, \$17.50 each; 16, \$18.50; 18, \$19.50.

NAILS—Base per keg, \$5.60; 50 to 99 lbs. (one kind) add 50c per 100 lbs. to keg price.

Small Lots: (Bright Fine, Blued Fine, Common, Casing, Finishing, Bright Box).

	1 to 9 lbs.	10 to 49 lbs.
2d and 3d . . . . .	.09½	.08½
4d to 6d . . . . .	.08½	.07½
Special		
Plaster Board	9.00	.12
Cement C Box . . . . .		.10
Galvanized Felt . . . . .		.17
Galvanized Boat . . . . .		.18
Roof (barbed) . . . . .		.10
Galvanized, 2 and 3 . . . . .		.13
Galvanized, 4 to 20 . . . . .		.12

Galvanizing: Add for 1-inch and smaller, \$3.25 per 100 lbs.; for larger, \$2.75 per 100 lbs.; for casing nails, \$3.00 per 100 lbs.

	Finishing 4&5d.	Finishing 6 to 20d.	Smooth Box 4 to 6d.	Smooth Box 8 to 20d.	Barb Box 4 to 5d.	Barb Box 6
Fine Blue 2&3 . . . . .	.09½	.08	.08	.08	.08	.08
Fine Bright, 2&3 . . . . .	.09½	.08	.08	.08	.08	.08
Common 2&3d . . . . .	.09½	.08	.08	.08	.08	.08
Common 4&5d . . . . .	.08½	.08	.08	.08	.08	.08
Common 6&7d . . . . .	.08½	.08	.08	.08	.08	.08
Common 8 to 60d . . . . .	.08½	.08	.08	.08	.08	.08
Casing 2&3d . . . . .	.09½	.08	.08	.08	.08	.08
Casing 4&5d . . . . .	.08	.08	.08	.08	.08	.08
Casing 6 to 20d . . . . .	.08	.08	.08	.08	.08	.08
Finishing 3&3d . . . . .	.10	.08	.08	.08	.08	.08

Oigar Box—

Bulk, lb. . . . .	.30	1-lb. Papers, ea. . . . .	.40
1 lb. Papers, ea. . . . .	.35	¼ lb. . . . .	.25
¼ lb. . . . .	.20	Barb Box 8 to 20d. . . . .	.15
¼ lb. . . . .	.15	Barb Roof, ¼ to ¾ . . . . .	.08
Horseshoe—		Barb Roof 1 to 1½ . . . . .	.10
Capewell, lb . . . . .	.35	Plaster Board . . . . .	.10
Northwestern . . . . .	.35	O. C. Box . . . . .	.10
Union . . . . .	.30	Out Casing 6&8 . . . . .	.08
Trunk—		Galv. Felt . . . . .	.15
Bulk, per lb. . . . .	.30	Galv. Boat . . . . .	.12

NETTING, POULTRY—Hexagon, Galvanized After Weaving—2 inch, 20-gauge—List roll, 12 in., \$2.14; 18 in., \$2.08; 30 in., \$4.68; 36 in., \$5.35; 48 in., \$7.18; 60 in., \$8.91; 72 in., \$10.69. Sell Full Roll—12 in., \$2.35; 18 in., \$3.40; 24 in., \$4.20; 30 in., \$5.15; 36 in., \$5.90; 48 in., \$7.85; 60 in., \$9.50; 72 in., \$11.75. Sell Out (lin. ft.)—12 in., 2½c; 18 in., 3½c; 24 in., 4½c; 30 in., 5c; 36 in., 5½c; 48 in., 7½c; 60 in., 9½c; 72 in., 11½c.

1½-inch, 20-gauge—List Roll—12 in., \$3.15; 18 in., \$4.53; 24 in., \$5.78; 30 in., \$6.90; 36 in., \$7.88; 48 in., \$10.50; 60 in., \$12.13; 72 in., \$15.75. Sell Full Roll—12 in., \$3.45; 18 in., \$5.00; 24 in., \$6.40; 30 in., \$7.60; 36 in., \$8.70; 48 in., \$11.50; 60 in., \$14.50; 72 in., \$17.25. Sell Out (lin. ft.)—12 in., 3½c; 18 in., 4½c; 24 in., 6½c; 30 in., 7½c; 36 in., 8½c; 48 in., 11½c; 60 in., 14c; 72 in., 16½c.

1-inch, 20-gauge—List Roll—12 in., \$4.95; 18 in., \$7.12; 24 in., \$9.08; 30 in., \$10.83; 36 in., \$12.38; 48 in., \$16.50; 60 in., \$20.64; 72 in., \$24.75. Sell Full Roll—12 in., \$5.45; 18 in., \$7.80; 24 in., \$10.00; 30 in., \$11.75; 36 in., \$13.50; 48 in., \$18.00; 60 in., \$22.50; 72 in., \$27.00. Sell Out (lin. ft.)—12 in., 5½c; 18 in., 7½c; 24 in., 9½c; 30 in., 11½c; 36 in., 13c; 48 in., 17½c; 60 in., 22c; 72 in., 26c.

¾-inch, 20-gauge—List Roll—12 in., \$3.55; 18 in., \$5.20; 24 in., \$6.58; 30 in., \$8.71; 36 in., \$10.38; 48 in., \$13.50; 60 in., \$16.58; 72 in., \$20.64. Sell Full Roll—12 in., \$4.00; 18 in., \$5.50; 24 in., \$7.00; 30 in., \$8.50; 36 in., \$10.00; 48 in., \$13.25; 60 in., \$16.50; 72 in., \$20.64. Sell Out (lin. ft.)—12 in., 9c; 18 in., 13c; 24 in., 16½c; 30 in., 20c; 36 in., 23c; 48 in., 30½c; 60 in., 38c; 72 in., 45c.

NIPPERS—Nettleton—3-in., \$1.60 each; 10-in., \$1.85; 12-in., \$2.00; 14-in., \$2.45.

NIPPLES—Right Hand.

Size	2	3	3½	4	5	6	7	8
¼, black . . . . .	.04	.06	.06	.06	.07	.08	.10	.12
½, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18
¾, black . . . . .	.04	.06	.06	.06	.07	.08	.10	.12
¾, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18
1, black . . . . .	.04	.06	.06	.06	.07	.08	.10	.12
1, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18
1½, black . . . . .	.05	.07	.07	.07	.08	.10	.12	.14
1½, galv. . . . .	.06	.11	.11	.11	.12	.14	.16	.18
2, black . . . . .	.06	.09	.09	.09	.09	.11	.13	.15
2, galv. . . . .	.08	.14	.14	.14	.14	.18	.21	.25
3, black . . . . .	.08	.13	.13	.13	.13	.15	.18	.22
3, galv. . . . .	.11	.19	.19	.19	.19	.24	.28	.34
4, black . . . . .	.11	.17	.17	.17	.17	.20	.24	.29
4, galv. . . . .	.17	.29	.29	.29	.29	.33	.38	.45
5, black . . . . .	.18	.23	.23	.23	.23	.26	.30	.36
5, galv. . . . .	.21	.31	.31	.31	.31	.35	.40	.46
6, black . . . . .	.18	.23	.23	.23	.23	.26	.30	.36
6, galv. . . . .	.27	.37	.37	.37	.37	.42	.48	.54

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 60c lb.; 5-16, 50c; ¾, 40c; 7-16, 35c; ¾, 30c; 9-16, 30c; ¾, 25c; ¾, 25c; ¾, 20c; 1, 20c.

Hot Pressed U. S. S. Square, Tapped—Size ¼, 30c lb.; 5-16, 25c; ¾, 20c; 7-16, 20c; ¾, 15c; ¾, 15c; ¾, 15c; 1, 15c.

Wing, Tapped, U. S. S.—Size 3-16, 30c doz.; ¼, 35c; 5-16, 30c; ¾, 35c; 7-16, 45c; ¾, 60c; ¾, \$1.20.

OAKUM—Plumbers, 20c lb.; Navy, 35c lb.; Best Unspun, 40c lb.

OAR LOCKS—2-in., per pair, 45c; 2½-in., per pair, 75c; 2½-in., per pair, 80c.

OIL—Boiled Linseed, \$2.20 gal.

OILERS—	14 B	50
Mowing Machine—	16	55
No.		
8 A	Each	
8 B . . . . .	.25	
1100 . . . . .	.40	
1120 . . . . .	.30	
1140 . . . . .	.35	
Steel, Spring Bottom—	.80	
12 . . . . .	.25	
13 . . . . .	.30	
13 A . . . . .	.35	
14 . . . . .	.40	
14 AA . . . . .	.45	

Steel, Railroad—	100
10	1.25
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	
26	
27	
28	
29	
30	
31	
32	
33	
34	
35	
36	
37	
38	
39	
40	
41	
42	
43	
44	
45	

RETAIL SELLING PRICES—Continued.

OPENERS (CAN)—

No.	Each.	No.	Each.
4	\$.10	140	\$.15
16	.15	340	.30
100	.30		

OVENS, PORTABLE—Boss

No.	Each	No.	Each
012	\$5.25	550	\$5.50
055	5.75	700	5.50
0200	5.25	750	6.50
450	5.50	755	6.75
Perfection			
121 G	5.75	122 G	7.25
Pinney & Boyle			
13	3.00	33	3.25
17	3.50	37	3.75
17 G	3.75	37 G	3.85

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 45c; Square Flax, braided, 75c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, \$1.00; No. 146 A 12, Blue and White striped, \$1.75.

PADLOCKS—Corbin

No.	Each	No.	Each
958	.25	1903	.50
2802 1/4	.35	9902	.65
2822 1/4	.50	9902 N O	.60
2869	1.00	21090	.75
2879	1.50	Yale	
2880	1.75	223	.70
2881	2.25	225	.85
2883	3.00	453 J	.85
Miller		453 X	.85
1	1.50	563	1.35
016	.25	565	1.55
18	.30	585	1.40
18 B	.35	635	1.35
19	.40	645 J	.55
21	.50	803	1.40
75	.50	805	1.50
76	.75	805 1/2	1.75
78	.85	813	1.60
96	.50	815	1.50
96 O	.65	823	1.85
121	.50	833	2.10
5441	.85	843	2.65
Slaymaker		853	2.80
1902	.60	8454	2.00

PAINT SUNDRIES—

Alcohol (Denatured) Gal.	
1 gallon	\$1.10
5 gallon	.95
Glue—Lb.	
No. 2 Gelatine	.50
Chicago White	.50
Alum, pwd, less than 100 pounds, lb.	.17
Benzine—	
New Cans, cased, gal.	.48
Old Cans, uncased, gal.	.30
Lamp Black—Bear Brand—1-S, lb. pkg.	.40
1/2-S	.25
1/4-S	.15
Paint, Dry Colors	
Burnt Umber	.11
Chrome Green, Med.	.20
Graphite	.06
Princess Metallic	.06
Raw Sienna	.11
Venetian Red	.04 1/2
Yellow Ochre	.04
Paints, Ready Mixed	
1st Grade, White—	
Gals.	Gal. 4.40
1/2-gals.	1/2-Gal. 2.30
Quarts	Qt. 1.25
Pints	Pt. .70
1/2-pints	1/2-Pt. .40
1st Grade, Colors—	
Gals.	Gal. 4.25
1/2-gals.	1/2-Gal. 2.25
Quarts	Qt. 1.20
Pints	Pt. .65
1/2-pints	1/2-Pt. .35
2nd Grade White or Colors—	
Gals.	Gal. 2.90
1/2-gals.	1/2-Gal. 1.60
Quarts	Qt. .95

Inside Floor—

Gals.	Gal. 2.90
1/2-gals.	1/2-Gal. 1.60
Quarts	Qt. .95
Porch—	
Gals.	Gal. 4.25
1/2-gals.	1/2-Gal. 2.25
Quarts	Qt. 1.20
Oil	
Floor	Gal. .75
Gloss	1.50
Lard, No. 1	1.80
Lin-Oil	.90
Linseed, Boiled	2.20
Linseed, Raw	2.15
Neatsfoot No. 1	2.40
Neutral	.60
Paraffine	.70
Tints, Kalsomine	
Barrels, 280 lbs.	.08 1/2
Kegs, 100 lbs.	.09
100-lb. bulk	.09 1/2
25-lb. bulk	.09 1/2
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09 1/2
Less 100 lbs. 5-lb. pkgs.	.10
Kalsomine, White	
Bbls, 280 lbs.	.08
Kegs, 100 lbs.	.09
4 25-lb. pkgs. bulk	.09 1/2
25 lbs. bulk	.09 1/2
Less 25 lbs.	.10
100 lbs. 5-lb. pkgs.	.09 1/2
Less 100 lbs.	.10
Turpentine	
1 gallon	Gal. 1.30
5 gallon	.97
Wax	
Johnson's	.70
Old English	.70

PANS—Acme Frying—

No. 00, each	\$.15	No. 4, each	.45
No. 0, each	.25	No. 5, each	.50
No. 1, each	.30	No. 6, each	.55
No. 2, each	.35	No. 7, each	.65
No. 3, each	.40		

PAPER—Asbestos: 1-16 and under, full roll, per lb., 13c; cut, per lb., 25c; over 1-16, full roll per lb., 14c, cut, per lb. 25c; Asbestos Millboard, 30c per lb.

Building—	P & B	Imitation P & B
No. 1—500	3.00	2.25
No. 1—1000	5.50	4.50
No. 2—500	4.50	3.25
No. 2—1000	8.50	7.00
No. 3—500	6.00	5.50
No. 3—1000	11.00	10.00
Red Resin—17-lb., \$1.20; 20-lb., \$1.50; 25-lb., \$2.00; 30-lb., \$2.25.		

Black Glazed—No. 1, 500 sq. ft. roll \$1.75; 1000 sq. ft. roll \$3.00; No. 2, 500 sq. ft. roll \$2.50; 1000 sq. ft. roll, \$4.50; No. 3, 500 sq. ft. roll \$3.25; 1000 sq. ft. roll, \$6.00.

Felt—Asphalt saturated, per lb. 4c; Deadening, per lb. 6c. Insulating: No. 8, per roll \$1.75; No. 10, per roll \$2.35.

Roofing (Per square):	1/2-Ply.	1-Ply.	2-Ply.	3-Ply.
Asbestos Smooth	2.20	2.50	3.25	4.00
Asbestos Sanded	2.00	2.35	2.85	3.50
Cortex Sanded		2.00	2.50	3.10
Asbestos		3.75	4.00	4.25
Diamond Sanded		1.50	1.75	2.00
Rubber Flaxine		2.50	3.00	3.50
Rubber Sanded		2.00	2.50	3.00
Security Sanded		1.85	2.15	2.60
Sand and Emery (Per quire of sheets):				
	0 1/2	1 1/2	2 1/2	3
Carborundum	.80 .95	1.10 1.30	1.50 1.75	...
B. & A.	.45 .50	.55 .60	.70 .80	.90
Asbestos	.40 .45	.50 .60	.65 .70	.80
Aloxite	.80 .85	.90 1.00	1.10 1.20	1.45
Sheathing: Red or gray—20-lb., 95c per roll; 25-lb., \$1.15; 30-lb., \$1.35.				

PEAVIES—

	Socket.		Socket.
	Maple, Hickory.		Maple, Hickory.
2 1/4 x 4	3.25 3.85	2 3/4 x 4 1/2	4.00 4.25
2 1/2 x 4 1/2	3.50 4.00	2 3/4 x 5	4.15 4.50
2 3/4 x 4 1/2	3.65 4.25	2 3/4 x 5 1/2	4.50 5.00
2 3/4 x 5	3.75 4.35	3x5	4.50 5.00
2 3/4 x 5 1/2	3.85 4.50		

PERCOLATORS, COFFEE—Universal—

	Each		Each
44	\$4.00	1204	3.75
46	4.50	1206	4.00
48	5.00	1208	4.25
52	4.25	1210	5.00
54	4.50	1304	4.25
56	5.00	1306	4.50
58	5.50	1308	4.75
64	5.00	1310	5.00
66	5.50	1404	4.75
69	6.25	1406	5.00
74	5.50	1408	5.25
76	6.00	1410	5.50
79	6.75	1504	4.25
614	6.75	1506	4.50
714	7.25	1508	4.75
464	5.50	1510	5.25
466	6.00	1704	4.25
469	6.75	1706	4.50
474	6.00	1708	4.75
476	6.50	1710	5.25
479	7.25		

Percolator Tops, 10c each.

PICKS—Railroad—No. 1710, \$1.40 each; 1711, \$1.50; 1712, \$1.60; 1713, \$1.70; 1714, \$1.85; 1715, \$2.00.
Drifting—No. 1, \$1.25; 1 1/2, \$1.40; 2, \$1.50; 3, \$1.60; 4, \$1.70.

PINS—Clothes—C—Common, 5c doz.; US—Spring, 15c; H—Hoyt's Spring, 10c.

PIPE—Gas and Water (black)—1/2 inch, 6c foot; 3/4 inch, 7c; 1 inch, 8c; 1 1/2 inch, 9c; 2 inch, 10c; 2 1/2 inch, 11c; 3 inch, 12c; 4 inch, 13c; 5 inch, 14c; 6 inch, 15c; 8 inch, 17c; 10 inch, 19c; 12 inch, 21c; 14 inch, 23c; 16 inch, 25c; 18 inch, 27c; 20 inch, 29c; 22 inch, 31c; 24 inch, 33c; 26 inch, 35c; 28 inch, 37c; 30 inch, 39c; 32 inch, 41c; 34 inch, 43c; 36 inch, 45c; 38 inch, 47c; 40 inch, 49c; 42 inch, 51c; 44 inch, 53c; 46 inch, 55c; 48 inch, 57c; 50 inch, 59c; 52 inch, 61c; 54 inch, 63c; 56 inch, 65c; 58 inch, 67c; 60 inch, 69c; 62 inch, 71c; 64 inch, 73c; 66 inch, 75c; 68 inch, 77c; 70 inch, 79c; 72 inch, 81c; 74 inch, 83c; 76 inch, 85c; 78 inch, 87c; 80 inch, 89c; 82 inch, 91c; 84 inch, 93c; 86 inch, 95c; 88 inch, 97c; 90 inch, 99c; 92 inch, 1.01; 94 inch, 1.03; 96 inch, 1.05; 98 inch, 1.07; 100 inch, 1.09.

PIPE, STOVE—Nested, full joints—Size, 3-inch, 25c joint; 4-inch, 30c; 5-inch, 35c; 6-inch, 40c; 7-inch, 45c; 8-inch, 50c; 9-inch, 55c; 10-inch, 60c; 11-inch, 65c; 12-inch, 70c; 13-inch, 75c; 14-inch, 80c; 15-inch, 85c; 16-inch, 90c; 17-inch, 95c; 18-inch, 1.00; 19-inch, 1.05; 20-inch, 1.10; 21-inch, 1.15; 22-inch, 1.20; 23-inch, 1.25; 24-inch, 1.30; 25-inch, 1.35; 26-inch, 1.40; 27-inch, 1.45; 28-inch, 1.50; 29-inch, 1.55; 30-inch, 1.60; 31-inch, 1.65; 32-inch, 1.70; 33-inch, 1.75; 34-inch, 1.80; 35-inch, 1.85; 36-inch, 1.90; 37-inch, 1.95; 38-inch, 2.00; 39-inch, 2.05; 40-inch, 2.10; 41-inch, 2.15; 42-inch, 2.20; 43-inch, 2.25; 44-inch, 2.30; 45-inch, 2.35; 46-inch, 2.40; 47-inch, 2.45; 48-inch, 2.50; 49-inch, 2.55; 50-inch, 2.60; 51-inch, 2.65; 52-inch, 2.70; 53-inch, 2.75; 54-inch, 2.80; 55-inch, 2.85; 56-inch, 2.90; 57-inch, 2.95; 58-inch, 3.00; 59-inch, 3.05; 60-inch, 3.10; 61-inch, 3.15; 62-inch, 3.20; 63-inch, 3.25; 64-inch, 3.30; 65-inch, 3.35; 66-inch, 3.40; 67-inch, 3.45; 68-inch, 3.50; 69-inch, 3.55; 70-inch, 3.60; 71-inch, 3.65; 72-inch, 3.70; 73-inch, 3.75; 74-inch, 3.80; 75-inch, 3.85; 76-inch, 3.90; 77-inch, 3.95; 78-inch, 4.00; 79-inch, 4.05; 80-inch, 4.10; 81-inch, 4.15; 82-inch, 4.20; 83-inch, 4.25; 84-inch, 4.30; 85-inch, 4.35; 86-inch, 4.40; 87-inch, 4.45; 88-inch, 4.50; 89-inch, 4.55; 90-inch, 4.60; 91-inch, 4.65; 92-inch, 4.70; 93-inch, 4.75; 94-inch, 4.80; 95-inch, 4.85; 96-inch, 4.90; 97-inch, 4.95; 98-inch, 5.00; 99-inch, 5.05; 100-inch, 5.10.

Half Joints—Size, 5-inch, 15c joint; 6-inch, 20c.
Taper Joints—Size, 6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c joint.

RETAIL SELLING PRICES—Continued.

PIPE FITTINGS—Price, each.

	1/4-in.		1/2-in.		3/4-in.		1-in.	
	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.
Bushings	.05	.10	.05	.10	.05	.10	.10	.15
Caps	.05	.10	.05	.10	.10	.15	.15	.20
Couplings	.10	.15	.10	.15	.15	.20	.20	.25
Crosses	.10	.15	.15	.20	.20	.25	.30	.35
Elbows, 90 Deg.	.05	.10	.10	.15	.10	.15	.10	.15
Elbows, 45 Deg.	.05	.10	.10	.15	.10	.15	.20	.25
Elbows, Reduc'g	.10	.15	.15	.20	.15	.20	.20	.25
Elbows, street	.05	.10	.10	.15	.15	.20	.20	.25
Floor Flanges	.20	.35	.20	.35	.25	.40	.25	.40
Lock Nuts	.05	.05	.05	.05	.10	.10	.15	.15
Plugs	.05	.05	.05	.05	.05	.05	.10	.10
Reducers	.05	.10	.10	.15	.15	.20	.20	.25
Return Bends	.15	.25	.20	.35	.25	.35	.35	.45
Tees	.10	.10	.15	.20	.10	.20	.15	.20
Unions	.15	.25	.15	.25	.20	.30	.25	.35
Waste Nuts	.05	.10	.05	.10	.10	.15	.10	.15

	1-in.		1 1/4-in.		1 1/2-in.		2-in.	
	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.
Bushings	.15	.20	.15	.20	.20	.25	.25	.30
Caps	.20	.25	.20	.25	.25	.30	.35	.40
Couplings	.20	.25	.25	.30	.30	.35	.40	.45
Crosses	.60	.75	.70	.85	.80	.95	1.05	1.20
Elbows, 90 Deg.	.20	.25	.30	.35	.35	.40	.45	.50
Elbows, 45 Deg.	.30	.35	.40	.45	.40	.45	.50	.55
Elbows, Reduc'g	.30	.35	.40	.45	.40	.45	.50	.55
Elbows, street	.30	.35	.40	.45	.40	.45	.50	.55
Floor Flanges	.50	.60	.60	.70	.60	.70	.80	.90
Lock Nuts	.20	.25	.25	.30	.25	.30	.35	.40
Plugs	.10	.15	.15	.20	.10	.15	.20	.25
Reducers	.30	.35	.40	.45	.35	.40	.45	.50
Return Bends	.65	.80	.75	.90	.70	.85	1.00	1.15
Tees	.25	.30	.35	.40	.30	.35	.40	.45
Unions	.40	.50	.45	.55	.45	.55	.60	.70
Waste Nuts	.15	.20	.20	.25	.15	.20	.25	.30

	1 1/4-in.		1 1/2-in.		2-in.	
	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.
Close	.05	.10	.05	.10	.05	.10
Long	.05	.10	.05	.10	.05	.10
4-in. Long	.05	.10	.05	.10	.08	.15
5-in. Long	.05	.10	.10	.15	.10	.15
6-in. Long	.08	.10	.10	.15	.10	.15

	1-in.		1 1/4-in.		1 1/2-in.		2-in.	
	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.	Bk.	Gal.
Close	.10	.15	.10	.15	.10	.15	.15	.20
Long	.15	.20	.15	.20	.15	.20	.20	.25
4-in. Long	.15	.20	.20	.25	.20	.25	.25	.30
5-in. Long	.15	.20	.20	.25	.20	.25	.25	.30
6-in. Long	.20	.25	.20	.25	.20	.25	.25	.30

PIPE FITTINGS (STOVE)—Caps, No. O 15, 50c each; O 16, 60c each.

Collars—No. 013, 014, 12 1/2c; 25, 25 1/2c; 26, 10c ea.; 27, 15c ea. Cylinders, No. 54 (1508), 85c each; 64 (1608), \$1.05 each; 65 (1612), \$1.15 each; 75, \$1.25 each.

Dampers—No. 3, 4, 15c each; 5, 6, 20c each; 7, 30c each.

Elbows—No. 3 Corg., 20c each; 4, 25c; 5, 25c; 6, 30c; 7, 35c; 3 Adj. 4 Pc, 30c; 4, 35c; 5, 35c; 6, 40c; 8-inch Adj. Galvd., 30c; 4-inch, 35c; 5-inch, 40c; 6-inch, 45c; No. 3 Corg. Jap., 30c; 4, 35c.

Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 15c each; 40, 20c each.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Right), 75c each.

PISTOLS—AUTOMATIC—

Colts—No. A252 (CA25), \$16.50 each; A252NP (CA25P), \$18.50; A253 (CA32), \$20.85; A3803 (CA380), \$20.85; 384 1/2 (CA384 1/2), \$29.70; 386 (CA386), \$25.00; 455 (CA455), \$25.80.

Smith & Wesson—SW35, \$31.50 each.

Savage—SA32, \$20.35 each.

H. & R.—HRA25, \$15.40 each; HRA32, \$19.25.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/4-bbl., \$7.50; bbl., \$13.00.

PLANES—Wood Smooth, \$1.35 each; Wood Jack, \$1.50.

Block Bailey—No. 9 1/2, \$2.40 each; 9 3/4, \$2.75; 15, \$3.50; 16, \$2.60; 17, \$2.75; 18, \$2.75; 19, \$2.85.

Block, Stanley—No. 60, \$2.65 each; 60 1/2, \$2.40; 61, \$2.40; 65, \$3.15; 100, 60c; 101, 50c; 102, 85c; 103, \$1.20; 110, \$1.25; 120, \$1.75; 130, \$1.75; 131, \$2.75; 203, \$1.40; 220, \$1.75.

Iron, Bailey—No. 2, \$4.25 each; 3, \$4.50; 4, \$4.75; 4 1/2, \$5.25; 5, \$5.35; 5 1/2, \$6.00; 6, \$7.00; 7, \$8.00; 8, \$10. No. 20, \$4.50 each; No. 30, \$4.75; No. 40, \$5.00; No. 4 1/2, \$5.50; No. 50, \$5.50; No. 5 1/2, \$6.50; No. 60, \$7.50; No. 70, \$8.50; 80, \$10.75.

Iron, Stanley—No. 602, \$4.50 each; 603, \$4.85; 604, \$5.25; 604 1/2, \$6.00; 605, \$6.00; 605 1/2, \$6.75; 606, \$7.75; \$607, \$8.75; 608, \$10.50. No. 602C, \$4.75 each; 603C, \$5.15; 604C, \$5.50; 604 1/2C, \$6.50; 605C, \$6.50; 605 1/2C, \$7.25; 606C, \$8.25; 607C, \$9.50; 608C, \$11.25.

All Wood—Plain, No. 15W, \$1.25; 21W, \$2.35; 27W, \$2.50; 029W, \$2.65. Razee, No. 17W, \$1.50; 23W, \$2.65; 29W, \$3.00.

Wood Bottom, Bailey—No. 23, \$3.00 each; 23, \$3.00; 24, \$3.00; 26, \$3.50; 27, \$3.85; 28, \$4.25; 29, \$4.40; 30, \$4.65; 31, \$4.65; 32, \$5.00; 35, \$5.75; 36, \$4.25.

Rabbit—No. 10, \$7.00 each; 10 1/2, \$5.85; 75, 90c; 90, \$4.25; 92, \$4.25; 93, \$5.00; 190, 191, 192, \$2.85.

PLATES—GAS HOT—

Griswold—No. 601, \$3.50 each; 602, \$6.00; 603, \$8.75; 702, \$8.00; 702N, \$9.50; 703, \$11.50; 703N, \$18.00; 722, \$9.50; 722N, \$11.00; 723, \$12.50; 723N, \$14.50; 1001, \$1.75; 1002, \$3.75; 1003, \$6.25.

PLIERS—Klein's Side Cutting—Bernard's No. 102, 4 1/2-inch, \$1.75; 5 1/2, \$2.25; 7 1/2, \$2.75. No. 201 or 312, 5-inch, \$2.25; 6, \$2.35; 7, \$2.75; 8, \$3.00; 9, \$3.50.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.35 each; 0, \$1.50; 2, \$2.00; 3, \$2.50; 13, \$3.00; 25, \$4.00; 30, \$3.25; 35, \$3.90; 45 1/2, \$4.85; 90, \$4.00; 93, \$4.75; 95, \$7.50; 98, \$4.00; 101, \$3.90; 102, 75c; 104, \$1.00; 6012, \$2.25; 6018, \$3.00; 6024, \$3.50; 6521, \$2.35; 6518, \$2.85; 6524, \$3.25.

POINTS AND CHUCKS—

For 30 and 31	.75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	8.25
3-inch	.60	No. 60	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

POLISH (FURNITURE)—Calol, 1/2 pint, 80c each; 1 pint, 40c; 1 quart, 60c; 1/2 gallon, \$1.00; 1 gallon, \$1.75; 5 gallons, \$7.00.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00. O-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$1.75; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 85c each; 1 pound, 75c; 2 pound, \$1.40; 5 pound, \$3.00.

Metal—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

Shoe—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 3 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satia, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 3, Black Eagle, 30c; 10 E, Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 20c; 20, Black Silk, \$1.40; 01, Black Eagle, 40c; 95 Black Eagle, \$1.40; 4 E, Enameline, 10c; 6 E, Enameline, 15c; 75 Black Jack, 15c; 1, Rising Sun, 15c.

POTS—Fire.

Gasoline, C. & L.			
1	\$19.00	8 Quart	1.25
5	17.00	10 Quart	1.50
21	14.50	12 Quart	1.75
71	19.00	16 Quart	2.00
72	17.00	Tin	
221	22.50	4 Quart	.60
		6 Quart	.75
		8 Quart	1.00
		10 Quart	1.15

Watering Galvanized

PULLERS—Nail—Rex, \$2.00 each; Rex Jr., \$1.75; Red Devil, \$2.75; Morrill's, \$2.75; Little Giant, \$2.75.

PULLEYS—Brass Screw, No. 350, 1/4 inch, 10c each; 1/2, 10c each; 3/4, 10c each; 1, 15c each; 1 1/4, 25c each; 1 1/2, 40c each. No. 370, 1/4 inch, 25c each; 1, 40c each.

Brass side, No. 1150, 1/4 inch, 20c each; 1/2, 20c each. No. 1170, 1/4 inch, 25c each; 1/2, 30c each.

Brass Upright, No. 500, 25c each.

Clothes Line, No. 610, 2 1/2 inch, 30c each; 660, 15c each; 670, 15c each; 1610, 2 1/2 inch, 30c each; 1660, 20c each; 1670, 25c each; 6850 G, 85c each; 6500, 55c each.

Hay Fork, No. 1267, 60 each; 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$2.25 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 80c; No. 5, 85c; No. 9, 85c; No. 105, 80c; No. 109, 80c.

PUMPS—P. S.—1, \$3.50; 2, \$4.00; 3, \$4.50; 4, \$5.00.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

No.	Pronty	Feet	\$
No. 5			16

No.	Richards-Wilcox	Feet	\$
No. 9		12	16.019
182, 0182		.50	.10

RASPS—Flat wood, 8-inch, 60c; 10, 80c; 12, \$1.05; 14, \$1.45; 16, \$1.85. Half round wood, 8-inch, 65c each; 10, 85c; 12, \$1.15; 14, \$1.50; 16, \$2.00. Half round cabinet, 8-inch, 80c each; 10, \$1.05; 12, \$1.40; 14, \$1.80. Horse, Hellers plain, 12-inch, 65c; 14, 80c; 16, \$1.05. Horse Hellers flanged, 14-inch \$1.05; 16, \$1.50.

RAZORS (SAFETY)—Eveready

No. 700, each	\$1.00	No. 706 B, Blades, Pkg...	.40
2, each	8.00		

Gem

800, each	1.00	800 B, Blades, Pkg...	.50
-----------	------	-----------------------	-----

Enders

900, each	1.00	900 B, Blades, Pkg...	.25
-----------	------	-----------------------	-----

Durham Domino

1000, each	1.00	1000 B, Blades, Pkg...	.50
------------	------	------------------------	-----

RETAIL SELLING PRICES—Continued.

Gillette				
00, each	\$7.50	480, each	5.00	
460, each	5.00	500, each	5.00	
460 B, each	5.00	500 B, each	6.00	
470, each	5.00	501, each	5.00	
501 B, each	6.00	6 X B Blades, Pkg.	5.00	
12 X B Blades, Pkg.	1.00			
1, set	5.00	Auto Strop		
15, set	6.00	2541, set	5.00	
25, set	6.50	600 B Blades, Pkg.	1.00	
251, set	5.00	600½ B Blades, Pkg.	.50	
REELS—Hose: No. 1 Wire, \$1.25 each; No. 60, Wood, \$1.75.				
REGISTERS—				
Jap 6x8	\$1.55	White 6x8	\$1.85	
Jap 8x10	1.65	White 8x10	2.00	
Jap 10x12	2.40	White 10x12	2.90	
Jap 10x14	3.15	White 10x14	3.80	
Jap 12x14	4.85	White 12x14	5.25	
REGISTER FACES—				
Jap 6x8	\$1.00	White 6x8	\$1.30	
Jap 8x10	1.10	White 8x10	1.45	
Jap 10x12	1.70	White 10x12	2.20	
Jap 10x14	2.20	White 10x14	2.85	
Jap 12x14	2.80	White 12x14	3.65	
REVOLVERS—				
Colts, Model	Each.	Marlin—	Each.	
Police Positive	\$23.10	20 TD—Octagon Brl.	18.50	
Police Positive Special	24.20	27 TD—Round Brl.	21.80	
Police Positive Target	25.30	TD—Octagon Barrel	24.55	
Army Special	25.30	29 TD—Round Brl.	15.60	
New Service	27.50	1897 TD—Round Brl.	22.75	
Single Action	24.20	TD—Octagon Barrel	24.80	
Harrington & Richardson		Remington—		
203, 223	\$8.80	4 TD—Octagon Brl.	11.75	
203 B, 223 B	9.85	6 TD—Round Brl.	8.10	
204, 224	9.35	8 A TD Round Brl.	48.15	
204 B, 224 B	9.90	12 TD—Round Brl.	19.40	
263, 273	9.90	TD—Octagon Brl.	21.50	
263 B, 273 B	10.45	14 A TD—Standard	34.90	
264, 274	10.45	TD—Carbine	34.80	
264 B, 274 B	11.00	16 A TD—Standard	34.80	
Iver Johnson		Savage—		
300, 303, 323	13.20	1899 TD—Feath'wt.	42.35	
300 B, 303 B	13.75	1899 SF	36.30	
304	13.75	1904 TD—Single Shot	8.25	
304 B	14.80	1914 TD—Ham'riess	24.75	
323 B	13.75	Stevens—		
324	13.75	Little Scout	5.50	
324 B	14.30	Crack Shot	7.25	
343, 353	14.30	Marksmen	9.00	
343 B, 353 B	14.85	Favorite	10.50	
344, 354	14.85	70 TD—22	16.50	
344 B, 354 B	15.40	Winchester—		
364 B	15.40	1886 SF—Round Brl.	38.50	
365 B	15.70	TD—Round Brl.	44.95	
Smith & Wesson—		1890 TD—Oct. Fancy	46.55	
1905 Military Police	30.50	TD—Oct. Plain	24.10	
Regulation Police	28.50	1892 SF—Round Brl.	27.30	
1903 Hand Ejector	27.00	SF—Oct. Brl.	28.90	
38 S. & W. Perfected	22.00	Carbine	25.15	
1908 Military	27.00	TD—Oct. Brl.	37.45	
1911 Target	31.25	1894 SF—Round Brl.	29.40	
New Departure 32	25.00	SF—Oct. Brl.	31.55	
New Departure 38	27.00	SF—Carbine	27.30	
RIFLES—No. and Model—				
Daisy Air	Each	TD—Oct. Brl.	37.70	
25	\$4.00	1895 SF	40.65	
40	4.00	1895—Govt. Model	43.85	
3	2.75	1895 TD	47.10	
39	2.50	1902 TD—22	8.25	
11	1.50	1903 TD—Plain	34.25	
12	1.35	TD—Fancy	59.95	
King Air		1904—TD—22	9.90	
4	2.25	1906 TD	21.95	
5	2.65	1907 TD	51.35	
21	1.85			
22	1.50			
RIVETS—Slotted Clinch, Coppered Steel—No. 9, 15c box; 98, 10c box.				
RIVETS—Timers—Black, all sizes (in kegs), 20c lb. Tinned, 3, 3½ (in kegs), 27c lb.; 4, 5, 25c; 6, 7, 8, 23c; 10, 23c.				
ROOFING—(See Paper)—				
ROPE—Cotton, Thread—3-16, 70c lb.; ¼ to 5-16, 70c lb.; ¾ to ¾, 70c; ¾ to 1, 75c.				
Manila—Base, 40c lb.				
Sisal—Base, 35c lb.				
RULES, Boxwood—Lufkin Stanley—No. 171, (36) 50c each; No. 372 (36½) 70c; 378 (3) \$1.15; 386 (32) 70c; 388 (32½) 95c; 465 (69) 20c; 488 (57) 60c; 651 (68) 20c; 702 (18) 40c; 751 (61) 30c; 752 (70) 40c; 762 B (7) \$1.10; 771 (84) 65c; 780 (62½) 80c; 781 (62) 80c; 861 A (58½) 80c; 871 (52) 75c; 881 (54) 85c; 981 (66½) 60c; 9851 Y (66) 60c; 9861 (66½) 70c; 9881 (66½) \$1.40.				
Rules, Steel—B 85, Blacksmiths, \$1.00 each; 1085, Blacksmith 75c; 041, Pocket, 20c; 4141, 4641, Zig-Zag, 90c; 4142, 4642, \$1.50; 4143, 4643, \$2.25; 4144, 4644, \$3.00.				

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 50c each; No. 806 F, 70c; 8513 (03), 40c; 8514 (04) 55c; 8515 (05), 70c; 8516 (06), 80c; 8518 (08), \$1.05; 8523 (403 F), 40c; 8524 (404 F), 50c; 8525 (405 F), 65c; 8526 (406 F), 75c; 8613 (103), 50c; 8615 (105) 75c; 8616 (106), 90c; 8624 (854 F), 60c; 8626 (856 F), 85c.

SAWS, DISSTON—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in.
D-8	\$1.90	\$2.00	\$2.15	\$2.25	\$2.35	\$2.60
D-8 and 1874	2.35	2.50	2.60	2.70	2.85	3.10
16	2.35	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 and 22	2.50	2.65	2.85	3.05	3.25	3.50
D-20 and 23			2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 and 15	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

	Simonds	Disston	Royal	Chinook C.C.	Chinook C.C.
3½ ft.	\$3.35	\$3.50	6 ft.	\$9.60	5½ \$5.75
4 ft.	3.85	4.00	6½	10.80	6 6.50
4½ ft.	4.30	4.50	7	12.00	6½ 7.30
5 ft.	4.80	5.00	7½	13.25	7 8.15
					7½ 9.50

Simonds Felling same price as Royal Chinook C. C.

Atkins No. 400 and 401—					
28 in.	\$6.35	22 in.	\$4.85		
26 in.	5.50	20 in.	4.40		
24 in.	5.20	18 in.	4.15		
Atkins No. 68 and 69—					
28 in.	\$3.60	22 in.	\$2.70		
26 in.	3.15	20 in.	2.50		
24 in.	2.90	18 in.	2.20		
Atkins No. 53, 51 and 65—					
28 in.	\$3.30	22 in.	\$2.60		
26 in.	2.90	20 in.	2.40		
24 in.	2.75	18 in.	2.10		
Atkins No. 64—					
28 in.	\$4.00	18-inch	1.90		
26 in.	3.50	22 in.	3.00		
24 in.	3.30	20 in.	2.70		
28 in.	\$3.60	18 in.	2.40		
26 in.	3.15	Atkins No. 66 and 67—			
24 in.	2.90	22 in.	2.65		
Atkins No. 70—		20 in.	2.50		
28 in.	\$2.85	18 in.	2.30		
26 in.	2.40	2 in.	2.10		
24 in.	2.20	20 in.	1.95		
No. 5 Simonds, No. 12 Disston or No. 69 Atkins.		18 in.	1.75		
20-inch	\$2.65	24-inch	3.50		
22-inch	3.00	26-inch	3.85		
No. 8 Simonds, No. D8		28-inch	4.25		
Disston or No. 51		30-inch	4.75		
Atkins.		20-inch	2.25		
20-inch	\$2.50	22-inch	2.50		
22-inch	2.75	24-inch	2.65		
24-inch	2.85	26-inch	2.75		
26-inch	3.00	28-inch	3.25		
28-inch	3.50	No. 4 Simonds or No. 120			
30-inch	3.75	Disston.			
No. D100 or No. D20		26-inch	\$4.00		
Disston.		28-inch	4.25		
26-inch	\$3.25	No. 112 Disston.			
28-inch	3.50	26-inch	\$3.25		
Back 12 in.	2.25	28-inch	3.50		
Back 14 in.	2.50	Butcher No. 10, 16 in.	1.25		
Back 18 in.	2.75	18 in.	1.35		
Back 20 in.	3.00	20 in.	1.50		
Back 22 in.	3.25	22 in.	1.65		
Compass No. 2, 10 in.	.60	Kitchen No. 2, 12 in.	.45		
12 in.	.65	14 in.	.55		
14 in.	.70	Mitre 24 in.	3.50		
16 in.	.75	26 in.	3.75		
No. 10 Simonds or No. 7		28 in.	4.25		
Disston.		30 in.	5.00		
16-inch	\$1.80	Nest Complete No. 3.	1.50		

Buck—

Com Sgl Brace V tooth	1.35
Com Ddbl Brace Tuttle tooth	2.25
Com Dbl Brace V tooth	2.00

SAW CLAMPS—No. 3, \$1.85; 0, \$1.25. Went 2, \$2.75. Perfection, \$1.25; No. 10, \$1.60; 3W, \$2.50; II, with guide, \$3.25. Bishops' No. 750, 85c; N33, \$2.25; 3 Disston, \$4.50; Stearns, No. 105, \$2.75; 200, \$1.65.

SAW SETS—

201 G. & P.	\$1.00	X Cut—	
Spec. Morrill	1.10	Morrill No. 3	\$1.35
105 Morrill	.60	Baker No. 3	2.25
1 Morrill	1.00	Colonial	\$1.25
10	1.00	7 Taintor	1.10
77	.60	28 Triumph	1.25
		Hammer	.85
		Lever	.25

RETAIL SELLING PRICES—Continued.

SAW TOOLS—

Clipper Outfit.....	\$.75	Morin No. 2 1/2.....	2.75
Morin Raker Gauge—		Morin No. 3.....	1.00
No. 1.....	1.00	Setting Tool Disston—	
No. 6.....	1.35	No. 100.....	.65
No. 9.....	1.50	No. 4 Setting Blocks—	
Atkins Raker Swage..	.40	No. 4 Blocks, Morin..	1.00
5-M Tooth Gauge.....	.15	Swages No. 0 Disst..	4.50
Jointers Pikes Perf..	.60	Swages, Whittings....	1.00
Jointers No. 7 Sterns.	.65	Atkins, Rex.....	1.00
Morin No. 2.....	2.25	Atkins Excelsior.....	.75

SCALES—Family, No. 11021, \$3.50 each; 1102, \$3.00 each; Peddlers, No. 101, \$4.00 each; 103, \$4.25 each; 115, \$4.75 each; 485E, \$5.00 each. Spring Balance, No. 50, 30c each; 51, 55c; 87, \$5.00; 202, \$4.75.

SOISSORS—Cast, No. 10, 40c each; 44, 7 1/2 inch 40c; 8 1/2 inch 45c; 240, 4 inch 25c; 4 1/2 inch 30c; 225, 4 inch 30c; 4 1/2 inch 30c; 5 inch 35c; 5 1/2 inch 40c; 6 inch 45c; 320, 70c; 850, 65c.

Wiss, No. 4 B H, \$1.25 each; 5 B H, \$1.30; 4 R, \$1.85; 54 1/2, 95c; 55, \$1.00; 55 1/2, \$1.05; 56, \$1.10; 56 1/2, \$1.15; 57, \$1.20; 154 1/2, \$1.10; 155, \$1.15; 155 1/2, \$1.20; 156, \$1.25; 156 1/2, \$1.35; 157, \$1.45; 364, \$1.20; 364 1/2, \$1.25; 365, \$1.30; 366, \$1.45; 463, \$1.10; 463 1/2, \$1.15; 464, \$1.20; 573, \$1.45; 573 1/2, \$1.60; 574 1/2, \$1.65; 663, \$1.45; 663 1/2, \$1.60; 664, \$1.65; 763, \$1.05; 763 1/2, \$1.10; 764, \$1.15; 764 1/2, \$1.20; 765, \$1.25; 765 1/2, \$1.30; 766, \$1.35; 773, \$1.10; 773 1/2, \$1.15; 774, \$1.20; 814, \$1.20; 814 1/2, \$1.25; 815, \$1.30; 815 1/2, \$1.35; 816, \$1.45.

SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 J, \$2.40; 744 L, \$2.50; 746 L, \$2.60. D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.06; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25. The last figure in the number of a scoop shows its size.

SCREWS—Cap and Set—

	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.
1/4.....	.04 .35	.04 .40	.05 .45	.06 .55	.07 .70
1/8.....	.04 .35	.04 .40	.05 .50	.06 .55	.07 .70
1.....	.04 .40	.05 .45	.05 .50	.06 .60	.08 .75
1 1/4.....	.04 .40	.05 .45	.05 .50	.07 .65	.08 .80
1 1/2.....	.05 .45	.05 .50	.06 .55	.07 .70	.09 .85
1 3/4.....	.05 .50	.05 .50	.06 .60	.08 .75	.09 .90
2.....	.05 .50	.06 .55	.07 .65	.08 .80	.10 1.00
2 1/4.....	.06 .55	.07 .65	.07 .70	.09 .85	.11 1.05
2 1/2.....	.06 .60	.07 .70	.08 .75	.09 .90	.12 1.15
3.....	.07 .75	.09 .85	.09 .90	.10 1.00	.13 1.25

Cap, Standard

	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.
1/4.....	.11 1.10				
1/8.....	.11 1.10				
1.....	.11 1.10	.15 1.50	.22 2.20		
1 1/4.....	.12 1.15	.15 1.50	.22 2.20		
1 1/2.....	.12 1.20	.16 1.60	.22 2.20		
1 3/4.....	.13 1.25	.18 1.75	.24 2.40	.28 2.75	
2.....	.14 1.35	.19 1.85	.26 2.55	.30 3.00	
2 1/4.....	.15 1.50	.21 2.05	.27 2.70	.33 3.25	
2 1/2.....	.16 1.60	.21 2.10	.29 2.90	.36 3.60	
3.....	.18 1.80	.25 2.45	.32 3.20	.40 4.00	
3 1/2.....	.19 1.90	.29 2.90	.36 3.60	.45 4.50	
4.....	.24 2.40	.33 3.25	.43 4.25	.50 5.00	

Set.

	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1/2-in.
	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.
1/4.....	.02 .15	.02 .20	.03 .25	.03 .30	.04 .35
1/8.....	.02 .20	.03 .25	.03 .25	.03 .30	.04 .35
1.....	.03 .25	.03 .25	.03 .25	.03 .30	.04 .40
1 1/4.....	.03 .25	.03 .25	.03 .30	.04 .35	.05 .50
1 1/2.....	.03 .25	.03 .30	.03 .30	.04 .40	.06 .55
1 3/4.....	.03 .30	.03 .30	.04 .35	.05 .45	.06 .60
2.....	.04 .35	.04 .35	.04 .40	.06 .55	.07 .65
2 1/4.....	.04 .40	.05 .45	.07 .65	.08 .75	
2 1/2.....	.05 .45	.06 .55	.07 .70	.09 .85	
3.....				.10 .95	
3 1/2.....				.12 1.15	

Set.

	1/4-in.	5-16-in.	3/8-in.	7-16-in.	1-in.
	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.	Ea. Doz.
1/4.....	.06 .60				
1/8.....	.07 .65				
1.....	.08 .75	.12 1.20	.16 1.60		
1 1/4.....	.08 .80	.13 1.30	.17 1.70	.24 2.40	
1 1/2.....	.09 .85	.14 1.35	.20 1.95	.26 2.60	
2.....	.10 .95	.15 1.50	.21 2.10	.29 2.85	
2 1/4.....	.11 1.10	.16 1.60	.23 2.25	.31 3.10	
2 1/2.....	.12 1.15	.17 1.70	.24 2.40	.33 3.25	
3.....	.13 1.30	.19 1.85	.28 2.75	.37 3.65	
3 1/2.....	.15 1.50	.21 2.10	.30 3.00	.41 4.10	
4.....	.16 1.60	.24 2.40			

SAFETY SET—(Bristo)—

1/4-inch, any length, 10c each; 5-16, 10c; 3/8, 12c; 7-16, 15c; 1/2, 18c; 5/8, 25c; 3/4, 30c; 7/8, 35c; 1-inch, 40c.

Machine—Brass, Flat or Round Head—

Size	1/4-in.	1/2-in.	3/4-in.	1-in.	1 1/2-in.
	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.
2.....	.05 .30	.05 .35	.05 .40	.10 .45	
4.....	.05 .35	.05 .40	.10 .45	.10 .50	.10 .55
6.....	.05 .40	.10 .50	.10 .55	.10 .60	.10 .75
8.....	.10 .65	.10 .75	.10 .80	.10 .90	.15 1.05
10.....	.10 .90	.10 1.00	.15 1.20	.15 1.35	.20 1.65
12.....	.15 1.20	.15 1.35	.15 1.50	.20 1.65	.25 1.95
14.....	.20 1.50	.20 1.75	.20 1.95	.25 2.20	.30 2.70
16.....	.25 2.80	.25 2.55	.30 2.80	.35 3.40	.35 3.50
18.....	.30 2.95	.35 3.30	.35 3.60	.40 3.90	.45 4.55
20.....	.35 3.75	.40 4.00	.45 4.40	.50 4.80	.55 5.60

Size	1 1/2-in.	2-in.	2 1/2-in.	3-in.	3 1/2-in.
	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.
4.....	.10 .75	.10 .90	.15 1.10	.15 1.15	
6.....	.10 .95	.15 1.20	.15 1.50	.15 1.85	
8.....	.15 1.35	.15 1.50	.20 1.85	.20 2.15	
10.....	.20 1.90	.20 2.15	.25 2.45	.30 2.75	
12.....	.25 2.55	.25 2.60	.30 3.00	.35 3.40	
14.....	.30 3.00	.35 3.35	.40 3.75	.40 4.15	
16.....	.40 3.90	.45 4.40	.50 4.95	.55 5.60	
18.....	.50 5.05	.55 5.50	.60 6.15	.70 6.90	
20.....	.65 6.40	.75 7.20	.80 8.00	.90 8.80	

Iron, Flat or Round Head—

Size	1/4-in.	1/2-in.	3/4-in.	1-in.	1 1/2-in.
	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.
2.....	.05 .15	.05 .15	.05 .20	.05 .20	
4.....	.05 .15	.05 .15	.05 .20	.05 .20	.05 .25
6.....	.05 .20	.05 .20	.05 .25	.05 .25	.05 .30
8.....	.05 .25	.05 .25	.05 .30	.05 .30	.05 .35
10.....	.05 .35	.05 .35	.05 .35	.05 .40	.10 .45
12.....	.05 .40	.05 .40	.10 .45	.10 .45	.10 .50
14.....	.10 .45	.10 .50	.10 .50	.10 .55	.10 .65
16.....	.10 .60	.10 .60	.10 .65	.10 .65	.10 .75
18.....	.10 .75	.10 .80	.10 .85	.10 .90	.10 1.00
20.....	.10 .85	.10 1.00	.15 1.05	.15 1.10	.15 1.20

Size	1 1/2-in.	2-in.	2 1/2-in.	3-in.	3 1/2-in.
	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.	Dox. Gr.
4.....	.05 .30	.05 .35	.05 .45	.10 .50	
6.....	.05 .35	.05 .40	.10 .50	.10 .60	
8.....	.05 .40	.10 .45	.10 .50	.10 .65	
10.....	.10 .55	.10 .65	.10 .75	.10 .85	
12.....	.10 .60	.10 .70	.10 .80	.10 .90	
14.....	.10 .75	.10 .85	.10 .95	.15 1.10	
16.....	.10 .90	.15 1.05	.15 1.25	.15 1.45	
18.....	.15 1.20	.15 1.40	.20 1.60	.20 1.80	
20.....	.15 1.40	.20 1.60	.20 1.80	.25 2.00	

SCREWS—Iron Bench—

1/4.....	1.15	1 1/2.....	1.50
1/8.....	1.25	1 3/4.....	1.75
1.....	1.25	2.....	2.50

Wood Hand—

815.....	.60	809.....	1.50
814.....	.70	807.....	1.75
813.....	.85	805.....	2.00
812.....	1.00	803.....	2.25
811.....	1.25	802.....	2.50
810.....	1.35		

Jorgensen—

No. 0.....	\$1.15	No. 3.....	1.65
No. 1.....	1.25	No. 4.....	2.00
No. 2.....	1.50	No. 5.....	2.50

SCREWS—Lag—Gimlet Point, Square Head—

	1/4-in.	3/8-in.	1/2-in.	3/4-in.	1-in.
	Dox. 100	Dox. 100	Dox. 100	Dox. 100	Dox. 100
1.....	.30 2.00				
2.....	.35 2.15	.40 2.60	.55 3.65		
2 1/4.....	.40 2.85	.45 2.85	.60 4.00	1.00	5.85
3.....	.45 2.55	.45 3.10	.65 4.30	1.05	6.25
3 1/4.....	.45 2.95	.50 3.35	.70 4.55	1.10	6.70
4.....	.45 2.90	.50 3.35	.80 4.90	1.20	7.15
4 1/4.....	.45 3.10	.55 3.80	.90 5.25	1.30	7.60
5.....	.50 3.25	.60 4.00	.95 5.60	1.40	8.00
5 1/4.....	.50 3.45	.65 4.25	1.00 5.90	1.50	8.50
6.....	.55 3.60	.70 4.50	1.05 6.25	1.60	9.00
6 1/4.....	.75 4.75	1.10 6.60	1.70	9.45	2.25 13.25
7.....	.80 5.00	1.20 6.90	1.75	9.85	2.35 13.90
7 1/4.....	.85 5.25	1.25 7.20	1.85 10.80	2.45 14.50	
8.....	.90 5.40	1.30 7.55	1.90 10.75	2.60 15.25	
9.....		1.40 8.20	2.00 11.65	2.75 16.50	
10.....		1.50 8.85	2.15 12.50	3.00 17.75	

Bench—Iron—1-inch, \$1.00; 1 1/4-inch, \$1.25; 1 1/2-inch, \$1.50; 1 3/4-inch, \$2.25. Wood—3-inch, \$1.25.

SCREW DRIVERS—Machinists, No. 51, 50c each; 51 1/2, 70c; 52, 80c; 52 1/2, \$1.00; 53, \$1.10; 53 1/2, \$1.35; 54, \$2.85; 210, \$1.75; 215, \$2.25; 218, \$2.50. Yankee Ratchet—No. 11, 2-inch, 55c each; 3, 65c; 4, 75c; 5, 85c; 6, 95c; 8, \$1.10; 10, \$1.35. No. 12, 90c. No. 15, 2-inch, 60c; 3, 65c; 4, 70c; 5, 75c. No. 30, \$2.60; 31, \$3.50; 35, \$2.00; 60, 95c; 130, \$3.00.

SCREW DRIVERS—G. & P.—367—1 1/4, 35c; 3, 40c; 4, 45c

No.	Each	No.	Each
400.....	\$2.40	300.....	2.35
450.....	2.35	350.....	2.35
		400.....	2.35
		450.....	2.35

Wood

300.....	2.40	150.....	2.35
350.....	2.35		

RETAIL SELLING PRICES—Continued.

SHEARS—Grass

	Each	No.	Each
1	.45	0267	.85
26	.50	460	.60
6 1/2	.70	07 1/2	.90
097	1.30	11 G	1.50
SHEARS—Dressmakers', Etc., Wiss			
No.	Each	No.	Each
120	\$2.60	189	2.00
136	1.25	190 L	2.45
136 1/2	1.35	198	1.60
137	1.45	199	2.00
137 1/2	1.50	347	1.65
137 1/2 L H	1.90	347 1/2	1.75
138	1.60	348	1.80
138 L H	2.00	447	1.80
138 1/2	1.65	447 1/2	1.90
139	2.00	448	2.05
147	1.45	1030	2.45
147 1/2	1.55	1036	1.25
148	1.60	1036 1/2	1.35
148 1/2	1.65	1037	1.45
180	2.45	1037 1/2	1.55
182	3.00	1038	1.60
184	3.80	1038 1/2	1.65
186	4.90	1039	2.00

SHEETS—IRON—Galvanized—10 to 16, 11 1/2 c; 18 to 24, 12 c; 26 to 27, 12 1/2 c; 28, 13 c; 30, 14 c. Black, 12 to 16, 10 c lb.; 18 to 28, 11 c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$6.25; Galv., 26, \$9.50; 28, \$8.50. Rockface Siding, \$9.50.

SHEETS—STEEL—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 14c cut, 10c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 16c cut, 12c full sheet. Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. Painted, Corrugated, 28-gauge, 6 to 10 feet, open.

SHIELDS—

Star—Expansion	1/2, each	.08
3-16, each	3/4, each	.15
1/2, each	1, each	.20
5-16, each		.07

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 12-lb. Neverslip, Calkers, B Patterns. No. 0, \$1.50 set of 4; 2, \$1.65; 3, \$1.85; 4, \$2.00; 5, \$2.40; 6, \$2.60; 7, \$2.85. Calks, Nos. 1 and 4, 5-16 and 3/4, \$3.50 per 100; 7-16 and 1/2, \$3.75; 9-16 and 3/4, \$4.00. Mule, No. 00 and 0, 14c lb.; 1, 13c; 2 and larger, 13c. Steel Sleigh Shoes—Flat, 9c lb.; concave or convex, 12c; cast sleigh shoes, 7c.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000, 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1 to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.40 each; 201, \$2.25; 401, \$1.75; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$1.75 each; 203, \$2.25; 307, \$2.75; 403, \$1.75; 404 B, \$1.75; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.

Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.75; 400 A, \$2.10; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50. Long Handle, Square Point, No. 103, \$2.10 each; 202, \$2.25; 304, \$2.50; 402, \$1.75; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

SLEDS—Hand and Coaster.

Flexible Flyer—	Jr. Racer	4.25
No. 1	Racer	5.00
No. 2	Tux. Racer	7.50
No. 3	Fire Fly—	
No. 4	No. 9	\$1.75
No. 5	No. 10	2.25
No. 6	No. 11	2.75
	No. 12	3.25

SMOOTH-ON—50c lb.

SNIPS, TINNERS—Wiss, Regular—No. W 6 1/2, \$4.25 pair; W7, \$3.75; W8, \$3.00; W9, \$2.65; W 10, \$2.35; W11, \$1.85; W12, \$1.50. Wiss, Curved Blade—No. W6 1/2 OB, \$6.25 pair; W7 OB, \$5.25; W8 OB, \$4.50; W9 OB, \$4.00; W10 OB, \$3.65; W11 OB, \$3.00; W12 OB, \$2.65.

SOLDER—1/2 and 1/4, 65c lb.; No. 1, 90-100, 60c; Wiping, 40-60, 55c; Wire, 50-50, 70c; Electrical Wire, 40-60, 60c.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$7.00; Barnes 276, \$8.80; Little Giant, 327 1/2, \$5.75; Acme Pressure 345, \$8.50; Defiance, No. 324, \$8.50.

SQUARES, STEEL—

No.	Each	No.	Each
3	2.25	100 A	4.00
3 B, 3 G	3.00	100 B, 100 G	3.25
10	1.60	100 C R	4.00
14	2.10	100 G V R	3.75
14 B, 14 G	2.75	100 R	3.75
22	1.25	100 R B T D	4.00
24	1.40	100 R G T D	4.00
27	1.75	101	2.50
100	2.65	1016, 1018	3.75

Try and Mitre

2 6	.85	15 7 1/2	1.25
2 7 1/2	.95	20 4 1/2	.55
2 9	1.10	20 6	.70
12 4	.60	20 7 1/2	.80
12 6	.75	20 9	1.00
12 8	.90	10 10	1.10
12 10	1.15	20 12	1.35

STAPLES—Fence Wire—Polished, 8c lb.; galvanized, 9c.

Poultry Wire—1/4-inch, 15c lb.

STARRETT'S TOOLS—Add to Catalogue—

Micrometers, 50%. Thickness Gauges, 50%. Gr. Flat Stock, 50%. Handy Equiv. Table, 50%. End Meas. Rods, 50%. Caliper Gauges, 50%. Micrometer Cases, 50%. Balance of Book (not itemized above) add to list 40%.

STEEL—Mild—See Iron. Tool, 22c; Drill, Com., 20c.

STEEL GOODS—Forks, Alfalfa—Aol34 1/2, \$2.00 each; Aol35, \$2.00 each.

Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75.

Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. o 3154 1/2 B, \$1.60 each; o 3155 B, \$1.65 each; o 3155 1/2 B, \$1.75; o 3164 1/2, \$1.80; o 3165, \$1.85; o 3165 1/2, \$2.00.

Forks, Header—Ro154 1/2, \$2.25 each; Ro155, \$2.25; Ro155 1/2, \$2.25; Ro156, \$2.35; Ro164 1/2, \$2.40; Ro165, \$2.50; Ro165 1/2, \$2.50; Ro166, \$2.60; Ro155, \$2.25; Ro155 1/2, \$2.35.

Forks, Manure—No. o4D, \$1.80 each; o5DX, \$1.90; o5D, \$2.00; o6DX, \$2.15; o6D, \$2.35; 442, \$1.20; 44X, \$1.40; 44 1/2 X, \$1.45; 54 1/2 X, \$1.70; 64 1/2 X, \$2.00; o44 1/2 Z, \$1.50; o44X, \$1.55; o44 1/2 X, \$1.60; o44 1/2, \$1.65; o54 1/2 X, \$1.85; o54 1/2, \$2.00; o64 1/2 X, \$2.10; o64 1/2, \$2.25. Forks, Spading—No. B4D, \$1.10 each; LDx, \$1.50; oLDx, \$1.60; L4X, \$1.45; oL4X, \$1.55; o5H4, \$2.50; Jo4, \$2.00; JoW, \$2.50.

Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7 1/2, \$1.10; 34W, 75c. Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFm, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.35; 6GNR, \$1.50.

Hooks, Manure—No. M40, \$1.35 each. Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.

Rakes, Hay, Wood—No. 01, 50c each. Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15.

Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.

Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

STOCKS AND DIES—

Green River List plus 25%	Common No. 1 pipe	\$7.75
Little Giant, List plus 25%	No. 2	9.90
Armstrong No. 1 pipe	Stocks Only—	
No. 2	Common No. 1 Pipe	2.75
No. 1/2	Common No. 2 Pipe	4.75
No. 3, 1 1/4 to 2	Armstrong No. 2	3.50
No. 3, 1 to 2	No. 3	5.50

STEEL GOODS—

Potato Forks.	Fish Forks.	Riveted.	Snaths	Mortar.	Floral Sets.
P064	IF	RA	50	9	1
P06D			100	S10	2
Sluice Forks.	Stone.	Socket.		M210	3PF
208	HH4	G078	50A	M29	4PSF
210	99R	G078X			
212				Invincible.	Floral Shovels.
Coke Forks.	Warren.	Beebe.		19C5	FSD
710	W7	BB6	No. 7	Asphalt.	Floral Hoes.
712	W7 1/2	BB6 1/2		914	TY4
714	W8			Turf.	Floral Rakes.
Shavings Forks.	Ladies'	Acme.		Edger	GR6
306L	LY5	Mattock.	AE3	Dandelion.	Clam Rakes.
		DE3	AE5	Spuds	
				Dock Cutter	

RETAIL SELLING PRICES—Continued.

STONES, SHARPENING—Aloxite or Carborandum—No. 107, \$1.50 each; 108, \$1.75; 109, \$1.35; 110, \$1.50; 111, \$1.00; 112, 75c; 115 to 117, \$1.50; 118 to 120, \$1.35; 121 to 123, \$1.00; 124 to 126, 80c; 128 to 135, \$1.25; 136 to 138, 75c; 143 to 144, 60c; 145 to 147, 40c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 53, \$1.25; 58, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$2.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.5c; 42, 20c.

STOP AND WASTE

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
 1/2 inch..... 1.50 3/4 inch..... 2.00
 3/4 inch..... 1.75 1 inch..... 2.00
No. 30 High Grade "Cap" Pattern T or Lever Handle—
Rough Brass, Iron Pipe Threads—
 1/2 inch..... 2.00 3/4 inch..... \$2.50
 3/4 inch..... 2.25 1 inch..... 3.75

STOVES—Common Air-Tights

No. 16 Unlined..... 2.75 No. 22 Lined..... 5.25
 No. 18 Unlined..... 3.50 No. 24 Lined..... 6.00
 No. 20 Lined..... 4.50 No. 26 Lined..... 6.75

STRIP—Weather—Rubber, 1/2-in. 3c per ft; 3/4-in. 4c ft

SUPPORTS—Wagon Tongues

No. in.	Price	No. in.	Price
1	\$1.50	2	\$2.00
3		4	\$2.75

SWEEPERS, CARPET—Bissell's—American Queen (N), \$6.00 each; Club (N), \$11.00 each; Grand Rapids (N), \$5.50 each; Grand Rapids (J), \$4.75 each; Parlor Queen (N), \$6.50 each; Princess (N), \$5.75 each; Superba (N), \$7.50 each; Universal (N), \$5.25 each; Universal (J), \$4.50 each.

TACKS—Bill Posters', No. 545 Wire, or 555 Out, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c.
Carpet—434 Cut, or 484 Wire 1/4-lb. papers, 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or Wire 1/4-lb. papers, 3, 5c box; 4, 5c; 6, 5c; 8, 5c; 10, 5c; 12, 5c.
495 Wire in bulk, 3, 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Gimp—324—2 1/2, 15c box; 3, 10c; 4, 10c; 6, 10c; 8, 10c.
Upholsterers—304 Cut, 1/4-lb. papers, 1 1/2, 15c box; 2, 15c; 2 1/2, 10c; 3, 10c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. 305 Cut, or 355 Wire in bulk, 3 35c lb.; 4, 30c; 6, 30c; 8, 30c; 10, 30c; 12, 30c.
Double Pointed—Blued, 1/4-lb. papers, 9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued, in bulk, 209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPS—Machine Hand

Size	Disc. 20%	Disc. 10%	Disc. 25%	Disc. 10%	Disc. 25%	Disc. 10%	Disc. 25%	Disc. 10%	Disc. 25%
1-16 to 15-64	Disc. 20%								
1-16 to 1	Disc. 10%								
1-16 to 2	Plus 15%								
Machine Screw									
1 to 12	Disc. 25%								
14 to 24	Disc. 10%								
Machine Nut									
3-16 to 1	Disc. 10%								

TAPES

Starrett, Lufkin—No. 510—
 No. Each.
 280, 25-ft. 4.50
 282, 50-ft. 5.50
 285, 75-ft. 7.00
 286, 100-ft. 9.00
 No. 505—
 240, 25-ft. 4.00
 243, 50-ft. 4.75
 246, 75-ft. 6.00
 246, 100-ft. 8.00
Comparative Nos. K. & E. and Starrett same price as Lufkin.
Assee's Skin Case—25, 50c; 50, 75c; 75, \$1.00; 100, \$1.25.

TAPES—Friction—1/4 lb., 35c; 2 oz., 15c; 1 oz., 10c.

TENS—Stove Pipe—Cylinder

Asbestos 6-inch—	Adjustable, 6-inch—
6x4, each..... \$.90	4 to 8..... .90
6x6, each..... 1.25	6 to 12..... 1.00
6x8, each..... 1.65	Adjustable 7-inch—
6x6, each..... 1.75	6 to 12..... 1.00

TENTS

Size	8 oz.	10 oz.	14x16	30.60	36.00
7x7	10.80	12.60	14x20	38.00	44.25
7x9	12.80	14.90	16x18	41.75	49.25
9x9	14.80	17.30	16x20	46.00	53.75
9 1/2 x 12	17.45	20.35	16x24	52.50	61.00
12x14	23.40	27.30	16x30	63.50	74.00
12x18	28.80	33.60			

A or Wedge

Size	8 oz.	10 oz.	Size	8 oz.	10 oz.
5x7	6.75	7.85	7x7	8.50	9.90
			7x9	10.20	11.95

Fly 1/2 price of Tent—
Wagon Covers—Single Filling—
 Size 8 oz. 10 oz. Size 8 oz. 10 oz.
 10x14..... 6.80 8.54 12x16..... 10.00 12.25
 10x16..... 7.80 9.80 12x18..... 11.00 13.75
Stockmen's Bed Sheets, Single Filling—
 Size 8 oz. 10 oz. 12 oz. Size 8 oz. 10 oz. 12 oz.
 6x10..... 4.00 5.20 6.00 7x14..... 6.70 8.70 9.80
 6x14..... 4.70 6.00 7.00 7x16..... 7.90 10.00 11.30

THIMBLES—Flue—6-in., 10c; 7-in., 15c; 6-in. to 7-in. Adj., 15c.

TIN

Bar and Pig, \$1.35 lb.
Common Roofing, 40c per sheet.
Valley, No. 4, 6c per ft.; 10, 10c; 14, 14c; 20, 20c.
Painted 1 side, 1c foot extra, two sides 2c.
Flashing, IC, 1x1, \$3.2' per 100 feet; 1/2 x 1, \$3.25.
Shingles—5x7, \$3.25 per 100 feet.
Valley—14-inch, 17c per foot, \$15.00 per roll; 20-inch, 25c per foot, \$22.00 per roll.

TORCHES—Alcohol, No. 28, \$3.50 each.

Gasoline, No. 14, \$5.00 each; 27, \$8.50; 38, \$9.00; 31, \$10; 32, \$10.50; 48, \$12.00; 61, \$9.50; 62, \$13.00; 112, \$9.50; 114, \$8.00.
Kerosene—No. 95, \$9.50 each; 96, \$11.50.

TRAPS—Fly—Paragon, 35c each; **Balloon**, 25c; **Edgewood**

(1), \$2.00; **Edgewood** (2), \$2.00; **Avia** (1), \$2.10; **Avia** (2), \$2.00; **Avia** (3), \$1.90; **Perfect**, \$1.45.
Game—No. 0 Newhouse, 45c each; 1 Newhouse, 55c; 1 1/2 Newhouse, 80c; 2 Newhouse, \$1.15; 3 Newhouse, \$1.60; 4 Newhouse, \$1.75; 5 Newhouse, \$12.00; 1 Oneida Jump, 35c; 1 1/2 Oneida Jump, 45c; 2 Oneida Jump, 70c; 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 50c; 3 Victor, 70c; 4 Victor, 80c.
Gopher—Western, 25c each; **Noxall**, 25c; **Maccabee**, 25c; **Easy Set**, 25c; **Newhouse**, 25c; **California Pocket**, 25c.
Mole—Reddick, \$1.10 each; **Out-O-Sight**, \$1.35.
Mouse—Sure Catch, 5c each; **Security**, 10c; **Choker-Wood**, 15c; **Choker-Tim**, 15c; **DeLusion**, 25c; **Holdem**, 50c; **Cage**, 25c.
Rat—Sure Catch, 10c each; **Security**, 25c; **Holdem**, small, 75c; **Holdem**, large, \$1.00.

TROUGH

Size	Price	Size	Price
4 inch	\$.13 1/2	5 inch	per doz..... \$.35
5 inch	.15	6 inch	per doz..... .40
6 inch	.18	End Caps—	
Mitres—		4 inch	..... \$ .15
4 inch	..... \$ .45	5 inch	..... .30
5 inch	..... .50	6 inch	..... .35
6 inch	..... .60	End Pc. Comp.—	
Hangers—Wire—		4 inch	..... \$ .25
4 inch	per doz..... \$.30	5 inch	..... .30
		6 inch	..... .35

TROWELS (BROCK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.
Disston, No. 10, 10 1/2, \$1.75 each; 11, \$1.90 each; 11 1/2, \$2.00 each; 12, \$2.25 each; 13, \$2.35 each; 14, \$2.65 each.
Marshalltown, No. 19 W, 10 1/2, \$1.50 each; 11, \$1.50 each; 11 1/2, \$1.50 each; 12, \$1.75 each; 13, \$1.75 each; 14, \$1.75 each.

TWINE—Sacking—J. K. B. (22 Karat), 70c lb.; 3-ply Excelsior (Hercules), \$1.30; 4-ply Golden Gate (Oscade), \$1.60; 3-ply Holley, \$1.30; 5-ply Hudson (Perfection), \$1.75.

TWINE—Cotton—Wrapping, 85c lb.; **Budding**, 85c lb.; **Flax**, No. 18 B B, 50c lb.; 24 B B, 50c; 18 B C, 60c; 24 B C, 60c; 36 B C, 60c; 30 Sacking, 60c; 40 Sacking, 60c; 33 Sacking, 75c; 44 Sacking, 75c.
Hemp—No. 4 1/2, 40c lb.; 6, 40c; 07, 40c.

VALVES

Standard Globe and Angle Valves—	Standard Gate Valves—
1/4..... .80	1/4..... 1.60
1/2..... .85	1/2..... 1.70
3/4..... 1.10	3/4..... 1.85
1..... 1.40	1..... 2.25
1 1/2..... 2.00	1 1/2..... 2.10
2..... 2.80	2..... 4.00
2 1/2..... 3.85	2 1/2..... 5.50
3..... 5.85	3..... 6.00

VISES—Solid Box—Blacksmiths—Each.

Size	Price	Size	Price
35 lb.	\$16.00	55 lb.	21.00 80 lb. 27.50
40 lb.	17.50	60 lb.	23.00 90 lb. 31.50
45 lb.	19.00	70 lb.	25.00 100 lb. 34.00
50 lb.	20.00		

WAGONS—Express

No.	Price	No.	Price
No. 04	\$1.50	No. 8	3.50
No. 08	1.65	Coaster—Star—	
No. 02	1.85	No. 10	7.50
No. 0	2.25	No. 20	8.00
No. 1	2.75	No. 30	8.50
No. 2	3.00	No. 40	9.50

Wagners

No.	Price	No.	Price
No. 18	8.00	No. 10	7.50
No. 20	9.50	No. 11	8.00
No. 24	11.00	No. 12	9.50

WAGONS—Oast Iron—Size 1/2 to 3/4, 9c lb.; 3/4 to 2, 9c lb.; Angles, all sizes, 11c lb.
Malleable—Standard, 15c lb.; **Nail Hole**, 15c lb.; **Angle**, 15c lb.
Wrought Steel—Size 3-16, 25c lb.; 1/4, 20c; 5-16, 18c; 3/8, 16c; 7-16, 15c; 1/2, 15c; 9-16, 15c; 5/8, 15c; 3/4, 13c; 1-inch, 13c.
WASTE—Cotton—No. 6X White, 28c lb.; 1 White, 27c; 2 White, 25c; 01 Colored, 22c; 02 Colored, 20c; 10 Wood, 26c.

RETAIL SELLING PRICES—Continued.

TINWARE

Wash Boilers		Pot Covers		225	.70	03	.25	Muffin Pans	
8	8.00	6	.10	230	1.00	15	.15	6	.25
9	8.50	10	.15	235	1.35	020	.15	8	.30
28 A	3.40	12	.20	Tea Kettles		110	.35	9	.35
29 A	3.65	13	.25	01½	.45	120	.40	Pie Pans	
128 B	3.75	14	.30	02	.50	130	.50	6	.08
129 B	4.00	15	.40	027	.60	Cake Pans		7	.10
229 B	4.10	Cups		029	.85	5	.15	10	.15
Wash Bowls		09	.15	047	1.75	7	.35	75	.25
07	.20	010	.15	049	2.75	15	.20	Sauce Pans	
08	.25	23	.25	067	2.00	031	.15	012	.35
7	.35	023	.20	069	3.00	032	.20	016	.45
8	.45	211, 212	.10	Preserving Kettles		034	.30	020	.55
Covered Baskets		214	.15	160	.35	041	.20	024	.70
11	.15	Cutters		200	.50	043	.30	028	.90
12	.25	All sizes	.10	240	.70	72	.35	Coffee Pots	
13	.30	Dippers		280	.90	74	.50	1	.25
14	.40	01	.20	320	1.10	Dish Pans		2	.35
Dinner Buckets		2	.15	Moulds		IX Tin		4	.50
1	.70	02	.25	2 Melon	1.25	10	.85	6	.75
2	.85	03	.35	4 Melon	1.75	14	1.00	Tea Pots	
8	1.00	4	.20	08 Jelly	.15	17	1.25	240	.30
04	1.10	9	.25	15 Jelly	.30	21	1.50	242	.40
30	.75	10	.25	61 Cake	.40	IXXX Tin		Flour Sieves	
40	.90	32	.25	62 Cake	.50	17	1.90	2	.25
600	1.50	34	.30	Dairy Pails		21	2.00	316	.30
675	1.65	35	.35	10	.70	30	3.00	318	.35
Milk Cans		42	.40	12	.80	Milk Pans		Flour Sifters	
1	.30	203	.60	14	.95	200	.10	1	.35
3	.50	Forks		40, 50, 60	.30	202	.15	4	.45
4	.65	1, 2, 3, 4	.10	60	.30	204	.20	5	.25
01	.30	5, 6	.15	80	.35	206	.25	10	.30
08	.50	314	.15	100	.40	2100	.35	Skimmers	
04	.65	318	.20	104	1.10	2120	.40	10	.20
12	2.75	421	.10	105	1.35	300	.15	45	.10
14	3.25	Funnels		120	.50	301	.20	Strainers	
500	4.00	10, 15, 20	.10	124	1.25	302	.30	2	.15
503	5.00	25	.15	125	1.50	304	.40	3	.20
505	5.50	30	.20	140	.60	306	.50	10	.35
510	7.50	35	.25	144	1.35	3100	.65	20	.40
Oil Cans		120	.20	512	1.80	3120	.75	33	.60
10	.30	125	.25	514	2.00	504	.40	110	.40
31	.50	130	.30	Bread Pans		506	.50	112, 121	.45
		220	.60	01	.20	510	.65	123	.65

WATCHES—

Yankee	1.35	Junior	2.75
Triumph	1.50	Midget	2.75
Elipse	2.00	Radiolite	2.25

WAX—Floor. 70c lb.

WEANERS—Calf—Shaws No. 1, 65c; No. 2, 75c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 50c; Cow, 60c.

WEDGES—Truckee—Alki, lb., 18c; Oregon—Atha, 25c; Cedar—Atha, 22c; Cedar—Alki, 18c; Falling, 27c; Saw, 19c.

WHEELBARROWS—Brick—No. 10 B, \$11.50 each; 20 \$11.00.

Garden—No. 2 V, \$10.00 each; 3 V, \$12.00; 21, \$6.25. Railroad—No. 15, \$6.00 each; 17, \$7.00 each; 19, \$7.00. Steel Tray, Wood Frame—No. 2 A, \$11.50 each; 23, \$8.50; 27, \$11.25; K 29, \$14.00. Steel Tray and Frame—No. AX, \$11.00 each; 4, \$13.50; 5, 14.75; 10, \$19.00.

WINDOW GLASS—3B Grade—

Single Strength—1st 3 Brackets, 70%; Balance of Brackets, 70%. Double Strength, 70%. Larger Lights, 75c per hour, per man. Extras for putting in glass—1st 3 Brackets, light 50c; 2d 3 Brackets, light 75c; 3d 3 Brackets, light \$1.00.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots, \$.08. Galvanized—Nos. 6 to 16, 5 to 24-lb. lots, \$.10. Black, 1 to 5-lb., \$.10. Galv., 1 to 5-lb., \$.12. Barbed Fence—Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.

Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1c lb. Bale Ties—9½ ft., 15 Ga., per bundle of 250, \$3.25.

Advances on Plain Wire Fence—		Annealed		Galvanized		Annealed		Baling Wire	
Gauge		Base		Base		Base		Base	
5 and Coarser	\$.10			\$.80					
6 to 9		.70		.70					
10	.05	.75							
11	.10	.80							
12	.15	.85							
13	.25	.95							
14	.35	1.05							
15	.45	1.50							
16	.55	1.60							
17	.80	2.35							
18	.95	2.50							

WIRE CLOTH—Hardware Galvanized—

1 inch mesh, 16c per sq. ft.; ¾, 13c; ½, 13c; 2-mesh, 9c; 3, 10c; 4, 10c; 6, 11c; 8, 11c. Screen—12 M black, per sq. ft., 4c; 14 M black, 04½; 16 M black, 05½; 14 M, bronze, 15c; 14M galvanized, 5c; 16 M galvanized, 5½c; 14 M opal, 5c; 16 M opal, 5½c.

WOODENWARE—

Boards, Pastry		Each		No.		Each	
16x22 inches	\$.85	15 inches	\$.75				
18x24 inches	1.00	17 inches	1.75				
20x27 inches	1.20	19 inches	2.00				
Pins, Rolling							
Bowls, Chopping		20 (1)	.40				
11 inches	.30	30 (2)	.45				
13 inches	.45	10	.80				

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. 3-oz. packages, 15c each.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American—No. 10, \$5.00 each; 10 M, \$4.75; 100, \$6.25; 110, \$5.25; 117 E, \$7.00; 130 E, \$6.50; 180, \$6.75; 180 E, \$7.00; B 180 E, \$10.50; 190 E, \$7.50; 300, \$6.75; 301, \$7.25; 302, \$8.00; 360 E, \$8.50; 361 E, \$10.00; 370 E, \$7.50; 390 E, \$7.50; 570 E, \$8.00; 571 E, \$8.50; 590 E, \$8.50; 591 E, \$8.50. Mop—Eagle, No. 10, \$3.50 each; 14, \$4.00; 22, \$4.75. White—No. 2, \$2.40 each; 3, \$3.25; 1, \$3.75; 0, \$4.50; 8 Steel, \$4.25.

WRENCHES—

		Stillson			
	Agr.	Coes.	PS&W.	Crescent.	Trimo.
6-inch	.85	1.50	1.35	1.00	1.25
8-inch	1.00	1.75	1.65	1.25	1.40
10-inch	1.15	2.00	2.00	1.50	1.60
12-inch	1.50	2.50	2.50	2.25	
14-inch					2.25
15-inch	2.00	3.25	3.25	3.25	
18-inch		4.00	4.00		3.10
21-inch		5.00	5.00		
24-inch					4.50
36-inch					8.25
48-inch					12.50

ZINC—Full Sheets, 35c lb.; less than Sheets, 40c lb.

INDEX TO ADVERTISERS

A		Eyalet Tool Company.		48	Pittsburgh Steel Co.	35
Abingdon Trap Co.	36	F		Pittsburgh Water Heater Co.	167	
Adjustable Sales Corporation.	66	Faultless Caster Company.		60	Porter, H. K.	32
Advance Automobile Accessories Corp.	111	Freiden Mfg. Company.		140	Portland Cordage Co.	34
Alcemo Mfg. Co.	146	G		Precision Machine & Tool Co.	155	
Aluminum Goods Mfg. Co.	75	Geneva Cutlery Company.		23	Progressive Mfg. Co.	42
Aluminum Products Co.	176	Giant Powder Co.		17	R	
Alvord Reamer & Tool Co.	159	J. E. Gilson Co.		43	Reed & Prince Mfg. Co.	45
Allegretti Mfg. Company	46	Gold Medal Camp Furniture Co.		48	Remington Arms U. M. Co. Co.	21
American Bolt & Screw Case Co.	170	Goodell-Pratt Co.		34	Rhone Island Fittings Co.	173
American Chain Co.	141	Goodyear Rubber Co.		84	Richards-Wilcox Mfg. Co.	37
American Grinder Mfg. Co.	143	John Gottschalk Co.		63	Ringen Stove Co.	58
American Pad & Textile Company.	18	Goulds Mfg. Company.		30	Romort Mfg. Co.	147
American Saw & Mfg. Company.	45	Greenfield Tap & Die Corporation.		163	H. Roth & Sons.	53
American Steel & Wire Co.	16	H		G. D. Rawell & Son.	37	
American Stove Co.	38	L. P. Halladay Company.		127	Royal Mfg. Co.	137
Armstrong Mfg. Co.	171	J. H. Haney & Co.		144	Royal Self-Heating Iron Co.	63
Atkins, E. O. & Co.	10	Hartford Rubber Works Co.		131	Myer S. Rubens, Stove & Furnace Re-	
Atlas Mfg. Co., The	64	Hays Mfg. Co.		165	pair Works.	174
Atlas Shear Company.	65	Helfi Mfg. Co.		123	A. C. Rulofson Co.	33-35
Atlas Tack Company.	13	Hess-Snyder Mfg. Co.		40	Russell & Erwin Mfg. Co.	7
Auburn Ignition Mfg. Company.	136	Higgins Spring & Axle Co.		139	Rutenber Electric Co.	67
Automatic Electric Washer Co.	76	John J. Hildebrandt Co.		49	S	
Automatic Lawn Sprinkler Co.	62	A. M. Helter Hdw. Co.		51	Safety Door Hanger Co.	41
A. B. Avis.	70	Honeyman Hardware Co.		51	Salt Lake Hardware Co.	50
B		Frank A. Hoppe.		153	Samson Cordage Works.	44
Baker, Hamilton & Pacific Co.	55	W. H. Howell Company.		134	J. Sand & Sons.	48
Baker-Smith Company.	49	Hyfield Mfg. Co.		46	Sargent & Company.	11
Baldwin Refrigerator Co.	74	Hygrade Lamp Co.		158	Wm. B. Scaife & Sons.	171
Beaton & Cadwell Mfg. Co.	173	I		Schaw-Butcher Co.	44	
Beaton & Corbin Mfg. Co.	169	International Sales Co.		136	Christian Schlicker Mfg. Co.	155
Belmont Tumbler Company.	68	International Silver Co.		78	R. F. Sedgley.	119
Benjamin Air Rifle Co.	69	Iwan Bros.		43	Shelby Spring Hinge Co.	42
Bernz, Otto.	174	J		Simonds Mfg. Co.	20	
Berger Bros. Co.	30	The Jobbers' Mfg. Co.		160	Simmons Hardware Co.	6
Billings & Spencer Company.	15	Johns-Manville Co.		117	Stewart Mfg. Co.	53
Black & Decker Mfg. Company.	195-196	K		Smith Mfg. Co., F. H.	32	
Boller Machine Works.	152	F. D. Kees Mfg. Company.		67	Specialty Mfg. Co.	39
Bommer Bros.	44	Kentucky Wagon Company.		40	Splitdorf Electrical Co.	129
George Borgfeldt & Co.	22	Ohas. H. Kewell Co.		153	Spokane Stove & Furnace Repair	
Boston Brass Co.	169	M. L. Kline.		165	Works.	176
Brainerd Mfg. Co.	46	L		Spring Leaf Lubricator Co.	153	
Brewer-Titchener Corp.	134	Lalance & Grosjean Mfg. Co.		67	Stanley Rule and Level Co.	22
Brier Hill Steel Co.	33	Will B. Lane.		144	Stanley Works.	Cover
Bridgeport Hdw. Mfg. Corp.	47	Landers, Frary & Clark.		30	Star Expansion Bolt Company.	46
Buckeye Aluminum Co.	64	Lane Bros. Co.		40	Star Heel Plate Co.	42
Buffalo Forge Company.	32	Lansing Company.		38	Stark Rolling Mill Co.	157
Buffalo Sled Co.	47	Lawson Mfg. Co.		43	Starratt, L. S. & Co.	86
Buffalo Wire Works Company.	47	Lee Broom & Dunster Co.		153	Stearns Mfg. Co.	132
Buffum Tool Co.	Cover	Lindemann, O. & Co.		66	Edwin B. Stimpson Co.	87
Butterfield & Company.	150	Lufkin Rule Co.		35	The Stoll Mfg. Co.	140-147
C		M		Strevel-Paterson Hardware Co.	51	
California Paint Co.	161	Machine Appliance Corporation.		40	Sturges & Burn Mfg. Company.	39
California Pump Company.	—	Maine Mfg. Co.		92	Superior Spring Hinge Co.	36
Philip Carey Co.	25	Mangrum & Otter.		56	Swan & Finch Co.	124
Edward A. Cassidy Co.	133	Manhattan Electrical Supply.		130	Jas. Swan Co.	86
Central Foundry Company.	—	McKinney Mfg. Co.		6	T	
Central Stamping Co.	81	McCaffrey File Co.		44	George H. Tay Company.	165
Chicago Flexible Shaft Co.	41	M. H. Merchant Corporation.		138	Thomson-Diggs Co.	59
Chicago Spring Butt Co.	28	Meriden Britannia Co.		78	Thompson Mfg. Co.	33
O. J. Childs Co.	46	Meyers Mfg. Co., Fred J.		68	Thomas Savill's Sons.	173
Champion Blower & Forge Co.	26	Monarch Refrigerator Company.		58	Thermoid Rubber Co.	125
John Chatillon & Sons.	61	Montauk Paint Mfg. Co.		160	J. B. Timberlake & Son.	68
C. F. Church Mfg. Co.	171	Motor Mercantile Company.		130	Trimont Mfg. Co.	168
George M. Clark Co.	57	Mound Tool Co.		148	Triner Scale Mfg. Co.	65
Clayton & Lambert.	172-175	L. J. Mueller Furnace Co.		31	Tucker Duck & Rubber Company.	48
Clover Mfg. Company.	73	Murphy Varnish Company.		87	Tungsten Mfg. Company.	113
Coleman Lamp Co.	64	P. E. Myers & Bro.		39	Turner Brass Works.	174
Colt's Patent Firearms Co.	19	N		U		
Columbian Rope Co.	12	National Carbon Co.		142	U. S. Steel Products Co.	16
Connors, Wm., Paint Mfg. Co.	30	National Cash Register Co.		85	Union Fork & Hoe Company.	—
Converse Rubber Shoe Co.	Cover	New Haven Clock Co.		66	United Royalties Corp.	—
H. C. Cook Co.	56	O. E. Norcross & Sons.		45	U. S. Tire Co.	181
P. & F. Corbin.	9	New Process Stove Co.		29	V	
Corbin Screw Corporation.	65	New York Stamping Co.		58	Vaughan & Bushnell.	45
Covert Mfg. Co.	40	Nicholson File Company.		27	Voss Bros. Company.	77
Crescent Tool Co.	47-72	North Bros. Mfg. Co.		63	W	
Curtis Pneumatic Machinery Co.	134	The Norwich Belt Mfg. Co.		149	Wagner Mfg. Co.	35
D		O		Weed Chain Tire Grip Co.	141	
Delta File Works.	72	The James Ohlen & Sons Saw Mfg.		46	Walden-Worcester Co.	123
Diamond Rubber Co.	115	Co.		22	Washington Cutlery Co.	69
R. E. Diets Company.	79	Ontario Knife Co.		22	Joe Welsh.	53
Henry Dieston & Sons.	20	P		Wheeling Corrugating Co.	24	
Joseph Dixon Crucible Co.	128	Pacific Pump & Supply Co.		175	Whitman & Barnes.	33
Dreadnaught Tire Company.	Cover	Pacific Sanitary Mfg. Co.		167	Whitaker-Glessner Co.	24
Duluth Show Case Co.	66	Packham Crimper Co.		56	Whitlock Cordage Company.	2
Dunham, Carrigan & Hayden Co.	52	Parker Supply Company.		—	Whiton Hardware Co.	54
Du Pont Chemical Works.	135	Pennsylvania Lawn Mower Co.		26	Wickwire Bros.	5
Du Pont Powder Company.	71	Peters Cartridge Co.		49	Wisconsin Auto Top Co.	121
E		Perfection Mfg. Co.		69	Hamp Williams Hardware Co.	68
Eclipse Mfg. Co.	153	Philadelphia Lawn Mower Co.		38	Wills Sprinkler Co.	39
Elastic Tip Co.	82	Phoenix Horse Shoe Co.		14	Winchester Repeating Arms Co.	181
Enterprise Mfg. Co.	57	Phenix Mfg. Co.		152	Witt Cornice Company.	61
		Pioneer Paper Co.		70	Woodtite Laboratories.	145
					Woolter Brush Company.	24
					Wrought Washer Mfg. Co.	41

BLACK & DECKER LECTROFLATER

ELECTRIC AIR COMPRESSOR

The Lectroflater is a self contained unit — unusually durable and dependable by reason of the unit construction which affords protection against abuse, excludes dust and grit from moving parts and maintains correct alignment, preventing undue friction and wear.

Grease lubricated. No oil used.

Patented air cooling prevents overheating. No water to freeze up.

Operates on Direct or Alternating current.

Shipped complete and ready to run.

Made in various styles to suit different requirements.

Hand Type which can be carried about like a satchel.

Wall Type as illustrated, which can be easily mounted on wall or pillar.

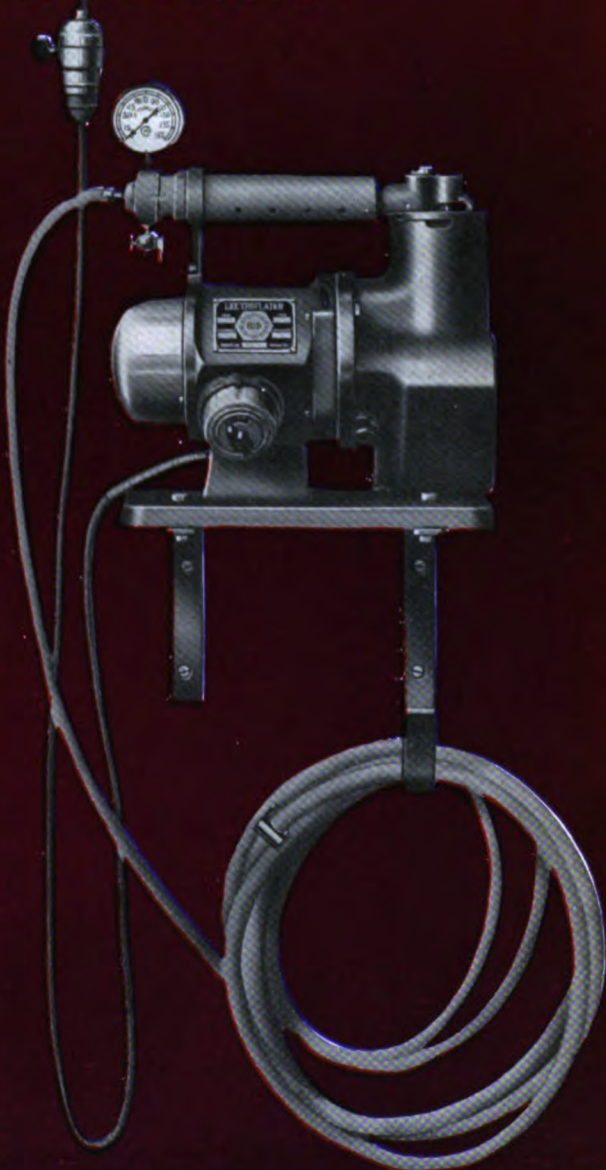
Carriage Type, which can be wheeled to the car.

Automatic Stationary Tank Outfit.

Portable Tank Outfit.



May we send you complete information?

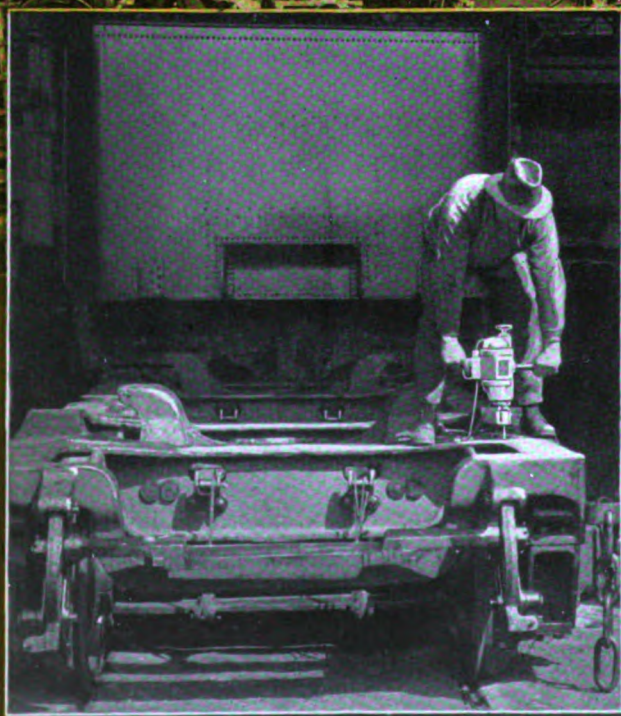
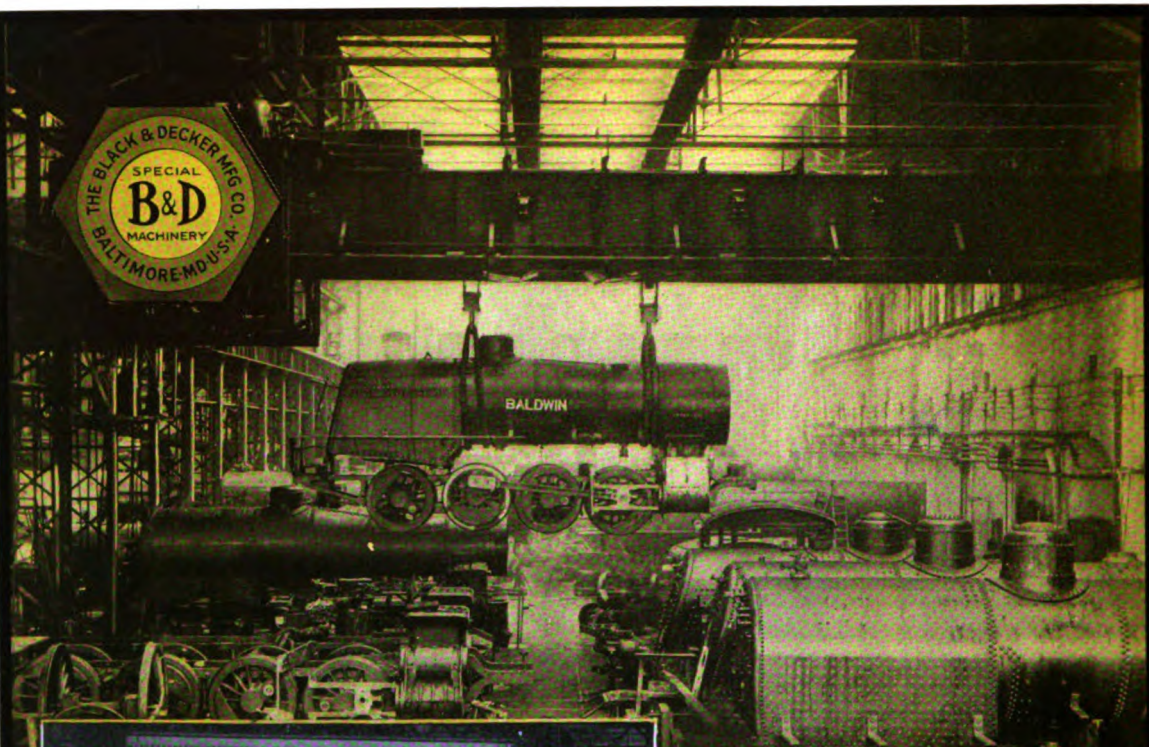


THE BLACK & DECKER MFG. CO.

125 S. CALVERT ST., BALTIMORE, MD., U. S. A.

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill. Detroit, Mich.
Columbus, Ohio. Buffalo, N. Y. Boston, Mass. London, Eng. Paris, France. Tokio, Japan.



BLACK & DECKER Portable Electric Drills

"With the Pistol Grip and Trigger Switch"

Used by the Baldwin Locomotive Works and many other of the country's greatest industrials.

THE BLACK & DECKER MFG. CO.

BALTIMORE, MD.. U. S. A.

Portable Electric Drills

Electric Valve Grinders

Electric Air Compressors

BRANCH OFFICES:

New York, N. Y. Philadelphia, Pa. Atlanta, Ga. San Francisco, Cal. Chicago, Ill. Detroit, Mich.
Columbus, Ohio. Buffalo, N. Y. Boston, Mass. London, Eng.



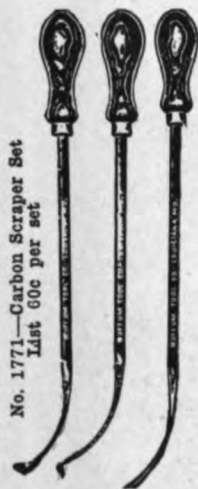
THE BUFFUM TOOL CO.

LOUISIANA, MO.



"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Sickle or Pin Punch
Blued

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body,
Polished Ends, Spread Points



List Price—\$2.00 Set

Canvas Roll



Machinist's Blued Auto Punch



No. 1765—Curved Bearing Scraper Set
List \$1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

These are the
tools every auto-
mobile owner
needs.

Display them
and you will make
sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. \$9.00

If your Jobber
cannot supply
you, write to us
or our agents.



C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street

San Francisco, California



The Supreme Accessory



☞ Tires are very easily the Supreme Accessory. They are consumed and replaced like gas or oil and their "Repeat Sale" possibilities are astounding.

☞ But these profitable repeat sale possibilities are never realized on mediocre merchandise — quite the reverse.

☞ Nothing short of sheer quality, amply proven and uniformly sustained will "Bring them back for more."

Converse Tires

MADE BY
CONVERSE RUBBER SHOE COMPANY, Malden, Mass.

SERVICE BRANCHES

New York: 142 DUANE ST.

Chicago: 618 W. JACKSON BLVD.

EXCLUSIVE DISTRIBUTORS

The Potter Hoy Hardware Co. Bellefonte, Pa.
Nash Hardware Co. Porth Worth, Texas
F. P. May Hardware Co. Washington, D. C.
McGowin-Lyons Hdwe. & Sup. Co., Mobile, Ala.

Stratton-Warren Hardware Co. Memphis, Tenn.
Wm. Stockhoff Louisville, Ky.
Stauffer, Eshelman & Co. New Orleans, La.
Falling, McCalman Co. Portland, Oregon

THE NEW YORK PUBLIC LIBRARY
REFERENCE DEPARTMENT

This book is under no circumstances to be taken from the Building

[illegible]

APR 21 1920

